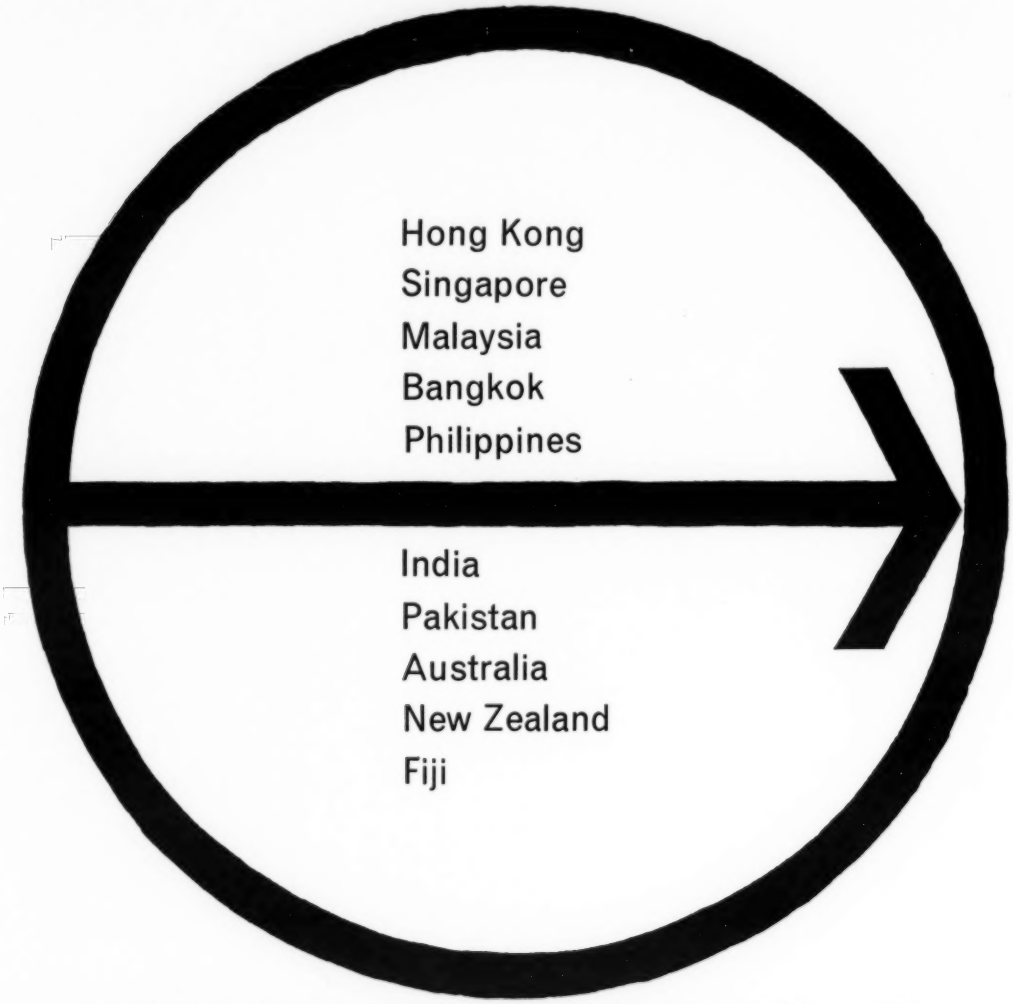
Board of Trade Journal

Published by the Authority of the Rt. Hon. Douglas Jay, M.P., President of the Board of Trade

15 February 1968

1s. 6d. net



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VOLUME 190, NO. 3597, PAGES 421-484
25 FEBRUARY 1966
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

Winding the low-voltage coil of a large transformer at the Wythenshawe, Manchester, factory of AEI Transformer Division. The transformer is rated 240MVA, and has a voltage ratio of 275/110kV. It is one of six at present being manufactured for installation in various substations of the Electricity Board of Northern Ireland.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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WEST EUROPEAN MARKET PLACE — 14

Over the counter—retailing in Austria

A report by the Commercial Department, British Embassy at Vienna

Previous articles in this series were published on September 17, 24, October 1, 8, 15, 22, 29, November 12, December 17, January 7, 21, 28, and February 11.

IN MANY RESPECTS retailing in Austria is outwardly still much as it was in Britain in the late 1930's. There are however some significant differences. In the first place retail business is not strongly competitive, although the position varies in different branches of trade. Many shops try to make a point of good individual service, and in many cases a small turnover with high profit margins is preferred to smaller profits and higher sales. Consumer chains are less diversified, and there are no department stores on the scale of those in London or the larger British provincial cities. Mail order business, though growing, is not highly developed. Hence in most consumer lines there is more business to be done through agents and importers with a travelling sales force than by direct sale to retail outlets.

It is impossible to give general advice about the best methods of selling consumer goods. Many items can be handled by the larger importers, situated in Vienna or in one of the provincial cities, who generally have a sales network throughout the country. Agents working on a commission basis handle a significant share of import business. In some cases, for example where the accent is on tourist or seasonal appeal, or on specialized use, separate agents in one or two centres important to the particular line may be preferable. Questions of stock holding and distribution also affect the location of agents.

Almost all consumer chains are in the groceries branch. About half the sales of foodstuffs are made through organized stores, such as voluntary chains, corporate chains and co-operative organizations. Such outlets extend throughout the country.

Small department stores are to be found in Vienna, Innsbruck, Salzburg, Linz and Graz. They usually prefer some local territorial exclusivity. In some cases they have links with other European department stores, which to some extent influences their buying programmes. Nevertheless there is some scope for direct sales in this sector. Sales to department stores can also be made through agents.

The leading mail order house, Kastner & Ohler, is situated in Graz. Other mail order houses with national coverage are Quelle (in Vöcklabruck), SPAR (in Graz) and Forum (Vienna).

Although a number of established shops have in recent years turned over to self-service, the full supermarket is still rare. In most cases there has been no real impact of modern promotion methods in retail selling. For the most part window displays, except in the principal streets of the main cities, are not of a high standard. Methods of stockholding are often not very efficient, and presentation of goods to customers may be casual. For example, ready made clothing is not always racked according to size, and it is not unusual for goods to be offered on a visual assessment without taking measurements. In shoe shops feet are rarely measured, the sales staff expecting the customer to know his own size. In foodstuffs lines several items, which in Britain would be bought canned or packaged, are still sold loose or bottled, and choice may be limited. Customer accounts and deliveries to home address are exceptional. On the other hand alterations, repairs and other services are willingly offered and generally well performed. Most goods – and to some extent services – are fixed in price, but in some lines, especially household and electrical, discounts are often given to resident customers. Naturally most of these characteristics are less marked in the department stores and consumer chains, and do not occur in mail order business.

Despite the underdeveloped nature of retail trading generally presentation is already a strong factor in gift or luxury lines and is gaining importance generally. Some sales appear to be made as much on the quality of wrapping as of the contents. In packaged foodstuffs and other everyday lines, attractive packaging is becoming more marked. Firms seeking a foothold should, therefore, pay attention to eye-appeal.

In several lines regulations governing packaging and sales are strict. There is particularly stringent control of the sale of medicines and foodstuffs. Other regulations may also affect selling practice. For example, commercial travellers are permitted to call on other traders or manufacturers for the purpose of soliciting orders, but when doing so they may not (except at markets and fairs) carry any goods for sale with them. In certain cases commercial travellers are forbidden to canvass private customers. In some lines, for example sales from automatic dispensing machines, there are stringent regulations which make sale and installation difficult.

The general prospect for exporters is encouraging, because a wind of change has started to blow, and opportunities are often very good. Overall consumption is rising, new demands are being formed and new products are being introduced. EFTA advantages also assist entry into the market. It is still necessary, of course, to take account of Austrian conservatism, taste and trade customs, but these are seldom as great impediments as they might appear and may often be met without too much difficulty. Generalization in these matters may be misleading, and the best course for an exporter is to make preliminary enquiries about the prospect for his particular product through the Export Services Branch of the Board of Trade and the Commercial Officer at the post.

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

Lord Brown at Northampton export seminar

LORD BROWN, Minister of State, Board of Trade, visited Northampton on February 17, when he was the principal speaker at an export seminar organized by the Northampton and County Chamber of Commerce, and attended by nearly 150 industrialists from Northampton and district.

Lord Brown reminded his audience what the country now needed was to export more, but said he was tired of the denigration of British industry and the generalizations made from isolated complaints about failures to deliver and so on, which were quite often ill-founded. He maintained that industry was doing very well and its achievements bore comparison with those of any other leading nation, but we still had to achieve more to bring our trade into balance. Industry should be given a higher place in the country's estimation, he said, and export managers and export departments should be raised in status.

The Minister ended with a plea for industry to ensure that it was properly geared to meet the demands made on it, and that top management should see that work of the sales, production and development departments was properly co-ordinated.

Mr. Roy Mason opens new factory in the North-east

MR. ROY MASON, Minister of State, Board of Trade, visited the North-east on February 18, to open the new factory of The Steel Group Ltd., Sunderland.

Mr. Mason said: 'The shipbuilding industry has a continuing and important part to play in the prosperity of the Northern Region, but it is nevertheless encouraging to see the region's economy becoming more diversified by the expansion of such a firm as the Steel Group, with their wide range of engineering products. While we are very happy to welcome new firms to the region, the expansion of an existing firm whose project here has resulted in the provision of over 500 more jobs is further proof (if it were needed) of the vitality of Northern Industry.

'In 1965, industrial development certificates covering a total of 5·8 million sq. ft. of industrial floor space were approved for the Northern Region and there are at present 41,000 jobs in the pipeline, 28,500 for males. In the Sunderland area itself there are almost 3,000 jobs in prospect of which 2,000 are for men.

'These figures are encouraging, but we recognize the need to continue our efforts to encourage industrial expansion in the region. The proposed new incentives announced in the recent White Paper involving in the proposed development areas a 40 per cent grant for investment in plant and machinery used in manufacturing and extractive industry, should be of great assistance in the industrial development of this region. I am confident that they will ensure that there are in the future many similar occasions to this one.'

New 26,000 sq. ft. factory for Sunderland

JAMES A. JOBLING, of Sunderland, manufacturers of 'Pyrex' glassware, have been allocated a 26,000 sq. ft. factory on the Board of Trade Pallion Estate at Sunderland. Mr. Brian H. Turpin, managing director, said that the firm intended to build up an additional labour force of 100 in this new factory to extend the activities of the firm's adjoining pipeline factory. In addition the new factory would produce larger glassware for industry such as glass equipment for the dairy industry and air pre-heater tubes for boilers for marine or civil engineering uses.

The labour force at Pallion would be increased by 50 immediately the new premises came into use.

A new factory for NE Scotland

CARIBONUM LIMITED, one of the largest manufacturers of all types of carbon papers, inked ribbons and teleprinter rolls, are to build an additional factory at Turriff, Aberdeenshire. The head office and main factory of Caribonum Limited are at Leyton, London.

The new factory will cover 31,500 square feet. Sufficient land has been purchased to allow for future expansion. It is anticipated that building will start at the end of April 1966 and that machinery will be installed in the building in May 1967. Within 12 months of the opening of the factory, it is anticipated that there will be 37 men and 7 women employed.

Miss Myra Galloway, Personnel Dept., and Mr. Thomas Logan, production manager, the two longest serving Scots employees, cut the sod to mark the start of the first stage in the development plan for the 100,000 sq. ft. Hoover Ltd.'s Cambuslang factory, being built by the Industrial Estates Management Corporation.

New member for Monopolies Commission

PROFESSOR B. S. YAMEY, Professor of Economics at the University of London, has been appointed a part-time member of the Monopolies Commission by the President of the Board of Trade. The appointment has been made for an initial period of three years.

Official Receivers' appointments

THE BOARD OF TRADE announce the following appointments:

Mr. Herbert William Kirkwood to be Official Receiver for the Bankruptcy Districts of the County Courts of Hereford and Worcester. Mr. John Martin Christensen to be an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Hereford and Worcester.

The appointments of Mr. John Francis O'Reilly as Official Receiver, and Mr. Alan Keith Sales as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Hereford and Worcester have been revoked. The appointments of Mr. J. F. O'Reilly and Mr. A. K. Sales as Official Receiver and Assistant Official Receiver respectively for the Bankruptcy Districts of the County Courts of Dudley, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich and Wolverhampton remain unchanged.

The appointment of Mr. Walter Scaife as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Dudley, Hereford, Kidderminster, Leominster, Stourbridge, Walsall, West Bromwich, Wolverhampton and Worcester, has been revoked. The appointment of Mr. W. Scaife as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry and Warwick remains unchanged.

These changes take effect from March 1 and are consequential upon the removal of the office of the Official Receiver, Gloucester, to Grosvenor House, Station Road, Gloucester, and the transfer to him of the administration of cases arising from the Bankruptcy Districts of the County Courts of Hereford and Worcester.

Report on the Kennedy Round tariff negotiations

In the House of Commons on February 17, a member asked what progress had been made in the Kennedy Round tariff negotiations.

In reply Mr. George Darling, Minister of State, Board of Trade, circulated the following Official Report, a statement of developments since Mr. Douglas Jay, President of the Board of Trade, made a previous statement on July 29, 1965 (see *Board of Trade Journal*, August 13, 1965, page 346):

Progress in the Kennedy Round negotiations in the second half of 1965 was affected by the difficulties experienced by the European Economic Community, which prevented the Community from extending its negotiating mandate and, in particular, from joining in submitting an offer of concessions on agricultural products other than cereals.

Discussions have continued between delegations, bilaterally and in wider groups, on the scope for limiting the exceptions to the proposed linear reductions in tariffs and on problems in certain industrial sectors such as chemicals, steel and textiles. The examination of non-tariff barriers to trade is also continuing.

The British Government joined in September, 1965, with most other participants in the agricultural negotiations in submitting offers of concessions on agricultural products other than cereals.

Forty-three other governments, including governments of agricultural exporting countries and developing countries, have now contributed offers to the negotiations. A special group on tropical products has been examining the scope for action in this field in the interests of the developing countries.

In an effort to restore the momentum of the Kennedy Round, the Director-General of the GATT circulated to participating governments last month a Report which identified the numerous points on which decisions will need to be taken by governments in order to ensure early progress. The British Government are considering the possibilities for taking action as quickly as possible on the recommendations in this report.

As a country dependent on exports, Britain's interest lies in maintaining the growth of world trade, and in securing reciprocal reductions of trade barriers. The Government consider it particularly important to reduce tariffs reciprocally in Europe so as to mitigate the discrimination arising from the separate existence of the EEC and EFTA. They will therefore continue to do all they can to ensure progress during the spring so that negotiations can pass through their decisive stages during the summer and autumn. They believe that if all participants show a similar determination it should be possible to complete the negotiations early in 1967.

Zambia is a market worth going for, says BNEC Africa Committee Chairman

BRITISH exporters were urged to take an immediate interest in the Zambian market by Mr. A. H. Smith, chairman of the United African Company and of BNEC's Committee for Exports to Africa at a Press conference in London on February 17 on his return from a three weeks' fact-finding tour of Malawi and Zambia.

He said that Zambia would never return to the degree of economic dependence on Rhodesia which had existed before UDI was declared and that this 'was a market really worth going for.'

He was impressed by the efforts being made in Zambia and Malawi to overcome the many problems, especially that of transport, set up by the Rhodesian embargoes and pointed out that to sell in this market British exporters would need to improve credit terms, wholesale deliveries and keep up to delivery dates.

Committee for Middle East Trade reports on its mission to Ethiopia

THE REPORT of the Committee for Middle East Trade on its mission to Ethiopia, which was reviewed in the *Board of Trade Journal* of February 11, is available from the Committee for Middle East Trade at their new address, 33 Bury Street, London, S.W.1. (Tel. Trafalgar 2137).

The Middle East Association has not taken the place of the Committee for Middle East Trade as reported in the *Board of Trade Journal* of February 18. Both MEA and COMET are housed at 33 Bury Street.

Control on exports to Southern Rhodesia

REPRESENTATIONS HAVE BEEN made by certain manufacturers regarding goods specially designed for the Rhodesian market and already manufactured or at an advanced stage of manufacture at the time of the announcement of the general export embargo on January 30, 1966, which cannot be shipped because they were not at the time at the docks or in transit thereto.

It would be inconsistent with the aims of the embargo to allow further exemptions in respect of goods essential to the needs of the Rhodesian economy. Exceptionally, however, and where this consideration does not arise, the Board of Trade are prepared to consider applications for licences in respect of individual orders for goods already specially manufactured or in an advanced state of manufacture for the Rhodesian market on January 30, and where payment has been received or arranged in accordance with the Exchange Control regulations.

Applications for licences must be made by March 7, 1966, and must be supported by a statement showing particulars of the order in question, the state of manufacture on January 30, the degree of 'special-ness' for the Rhodesian market, the purpose for which the goods are required, and the payment arrangements.

Any licences issued exceptionally under these arrangements would permit shipment only until March 26, 1966.

Inquiries about these arrangements and applications for licences should be made to the Board of Trade, Export Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757).

If each exporting firm sold 2½ per cent more overseas

'IF, IN THE YEARS ahead, each exporting firm were to sell 2½ per cent less of its production in the home market and 2½ per cent more abroad, we should be close to our target,' Sir William McFadzean, chairman of the British National Export Council, told members of the Institute of Public Relations at a luncheon in London on February 17.

'We must regard our task, not as being to get any particular quantity of extra exports, but to get even a small percentage of our gross national product shifted from the home to the export market,' Sir William said. 'Between 1961 and 1964 we exported 16.6 per cent of our gross national product. If we had managed to export only 1.4 per cent more, as we were doing 10 years earlier, we should have had a favourable overall balance of £300 million instead of a deficit, and many of our problems would have disappeared. As many firms cannot export, the percentage would have to be higher for those who can.'

Technical help for exporters

THE British Standards Institution is increasing its efforts to help British exporters to meet the technical requirements of oversea markets and is extending its information and certification, services. For 15 years BSI has operated the United Kingdom end of an approvals scheme for electrical goods for the Canadian market. In that time electrical goods to the value of about £100 million, approved in advance as acceptable under Canadian regulations, have been exported to Canada. BSI's Hemel Hempstead Testing and Approvals Centre also gives information, help and advice on other technical requirements in other countries for boilers and pressure vessels, oil and gas burning equipment and many other products.

From next month part of the Hemel Hempstead Centre will be enlarged to provide a fuller service to exporters, mainly in the electrical field, both as regards the details of overseas approvals schemes, the technical interpretation of specifications and arrangements for testing and approval. It is hoped to negotiate arrangements with overseas test stations and approval authorities which will simplify the task of exporters in getting their equipment accepted.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *November 26, 1965.*

Patents Liaison Group Report

THE PRESIDENT of the Board of Trade was asked in the House on February 17 if he would publish as a White Paper or in some other form equally convenient to the public, and make available in the Library of the House of Commons, the Memorandum of three members of the Patents Liaison Group setting out their reasons for refusing to sign the Report of that Group on the effects of the 1963 Strasbourg Convention on United Kingdom Patent Law (Cmnd. 2835), together with the comments thereon of the chairman of the Group; and why that Memorandum had not been published by him in the White Paper with the Report.

In reply, Mr. George Darling, Minister of State, said that, as explained in the foreword to the Command Paper, the President had decided not to publish the Memorandum with the Report since it appeared to deal with matters outside the scope of the original request to the Group and to be concerned in the main with proposals for future action by the Government. He had felt that it would be more appropriate for him to consider the Memorandum together with other comments arising in connection with the Report. The President was, however, very willing to respond to the requests that had been made and had therefore arranged for the Memorandum and comments thereon by the chairman of the Group to be placed in the Library of the House of Commons and to be published in the *Board of Trade Journal* for February 25.

Note: Individual copies of the two documents can be obtained from The Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2 (Tel. Holborn 8721, Ext. 19), price 6d., by post 11d.

These documents are reproduced below:

1. Memorandum* by three members of the Patents Liaison Group

To:
The Rt. Hon. Douglas Jay, MP,
President of the Board of Trade.

1. This Memorandum is presented by three members of the Patents Liaison Group, which has just presented a Report on the legislative changes which would be involved in the proposed ratification of the Strasbourg Convention on patent law unification. Mr. Cooke is one of the representatives of the Law Society and the other two of us represent the Bar Council.

We did not sign the Report for the reasons set out in this Memorandum. In order to present our views in convenient form we have stated our position generally in the Memorandum and dealt with some aspects of this in detail in the Appendix.

2. We feel concern about the procedure which has been followed in arriving at the proposed major changes in patent law envisaged in the Convention. We do not think it is generally appreciated that these changes would be very far-reaching and would involve a very great extension of the area over which patent monopolies would be obtainable, particularly in agriculture. The testing of novelty against prior publication in any country instead of, as hitherto, in this country alone and the abolition of 'manner of new manufacture' as the essential test for patentability represent the abandonment of features which have been part of our patent law since its beginning in 1623. Further, so long as, unfortunately, some years must elapse between the date of application for a patent and its acceptance, the difficult question of the respective rights under concurrent applications and patents will assume special importance in an age where intensive research means that more than one applicant may have hit on the same invention at about the same time.

We are far from opposing changes in the matters to which we have just referred. Indeed, we are in favour of substantial reforms in them, but we think that these have not received satisfactory consideration.

In paragraph 9 there is a *Summary* of our views and in paragraph 10 we state our *Recommendations*. We also, in paragraph 11, refer to the *European Patent Convention*, to which we believe our observations also apply.

We should say that we are aware, of course, that unification of patent laws and international patents involve political as well as technical considerations. But the technical considerations require a full and adequate investigation before the political decision can be finally made and it is on these that we express our concern.

3. We should also state that we favour in principle the assimilation of the patent laws of at least the industrialized countries, and we do not hold the view that no action should be taken to implement the Convention or to further unification in other respects. But, for reasons set out in the Appendix, we think that the advantages of unification are necessarily limited and should not override other considerations.

Moreover, ratification is by no means urgent, since, so far as we know, there is no strong move in Europe to put the Convention into early effect, and the Convention cannot come into force until three months after eight signatories have deposited their ratification or acceptance. The Appendix also points out that some provisions of the Convention should not be dealt with separately since they are connected with other features of patent law.

From this it follows, we think, that uniformity should not be an end in itself and that the primary consideration is that the patent law of the United Kingdom should be sound in principle and guided by the balanced interests of British industry and inventors. We are by no means convinced that the ratification of the Convention *in toto* would be in accordance with this. Particularly would we deprecate any step towards early ratification put forward mainly as a gesture and sign to indicate the United Kingdom's desire to co-operate with Europe.

4. We now consider the procedure by which these important proposed changes in the law have been evolved.

In the past, reforms of patent law have been preceded almost invariably by a careful examination undertaken by a Royal Commission or Interdepartmental Committee. The only major exceptions have been those made as the result of conferences on the Berne Convention; these, however, have been arrived at by a very different method from that adopted for the Strasbourg Convention, as will be pointed out later. There are great advantages in the procedure by Royal Commission or Interdepartmental Committee. Such a body normally includes persons from outside the patent world and, especially if it is not chosen too much on a basis of representation of interested organizations, can bring a broad and generally experienced judgment to bear.

Above all, there is the power and practice to call for evidence and to hear witnesses. Those who have had the good fortune, as two of us have had, to sit on such a commission or committee, have, we know, found it a most educative experience and have learned how valuable in the formation of mature views is the hearing of evidence and discussion over a substantial period.

5. The history of the Strasbourg Convention as it has been handled from the United Kingdom has involved a very different method of arriving at amendment of the law. The Patents Liaison Group was formed with members chosen, we assume, to represent bodies with an interest in patent law and likely to be able to contribute to the discussion of it. If so, it is surprising that the Bar Council and Law Society were not then asked to send representatives, and we ourselves were not then members. The Group acted in an advisory capacity to the Crown in respect of the Strasbourg discussion, but, so far as we are aware, the Group did not generally invite submissions from outside, and may have received none.

The provisions of the Convention did not, therefore, at that stage have the same wide examination as other major changes of patent law have always had from the point of view of their desirability for United Kingdom patent law. Moreover, they have not been founded, as have amendments to the Berne Convention, on thorough discussion over several years by the International Association for the Protection of Industrial Property, whose membership is widely representative of experienced patent practitioners.

6. It must, we suppose, be true to say that the members of the Patents Liaison Group as previously constituted in a general way approved most of the provisions of the Convention in draft form during the course of the discussions at Strasbourg and that knowledge of the proposed provisions may have been fairly widespread, but it does not follow from this that the Crown should take no further independent and thorough advice on the desirability of the changes involved and on how far a move towards uniformity may justify changes whose merit may be questionable. But, since the Convention has been referred to the Patents Liaison Group with such limited terms of reference, and since in particular no recommendation as to the desirability of ratification has been sought, it appears that there may well be no intention to refer this question to any committee at all. If so, the whole procedure will represent a radical change in the process by which major changes in patent law have hitherto been evolved. For reasons stated in paragraph 5 we consider that the Patents Liaison Group is not so

* This document incorporates a small number of minor amendments communicated to the Board by Mr. Johnston on February 18.

constituted and equipped as to conduct the necessary investigation, and that the preliminary consideration that took place at the Draft stage is no substitute for such investigation.

An esoteric subject of this kind is not very susceptible to discussion in Parliament, and this emphasizes the need for, and practical merit of, the usual procedure of inquiry through a widely based committee with adequate powers.

7. We now turn to consideration of the constitution and function of the Patents Liaison Group.

While we have been members of the Group, it has not, except in a few instances, based its Report on outside written submissions and has not received oral evidence at all. This limitation on its effectiveness is not, we think, sufficiently diminished by the fact that the Group includes representatives of such bodies as Federation of British Industries and the National Association of British Manufacturers. The membership of these Organizations is so numerous and varied that it may be quite impossible to present a single view on their behalf. It was the experience of one of us who sat recently on the Interdepartmental Committee on Designs that the views and interests of important industries might be quite individual and in our view this is likely to apply to patents also. Personal and valuable points of view would also come, we feel, from individual members of the Bar and the Chartered Institute of Patent Agents.

We also point out that the membership of the Group is not so wide as its constitution might suggest, since the representatives of the non-professional associations are nearly all patent agents, with the result that the Group as a whole consists essentially of persons who may be described as belonging to the patent world. They may, therefore, be regarded by others as likely to be generally disposed to favour extending the scope of patents and strengthening the rights of patentees. Previous bodies concerned with patent law reform have not been subject to this comment.

The policy of selecting the Group on the basis of representation of interested Organizations has meant that it has operated as a forum of discussion and to operate in this way it has had to have a large membership. We consider that a smaller Committee operating as an investigating body on outside submissions is likely to be more effective. Such a Committee would necessarily include representatives of some of the Organizations represented on the Group, but these representatives would come to decide on all the recommendations put before the Committee and be able to leave the presentation of the views of their respective bodies to others.

8. We do not wish to decry for one moment the work which has been done by the Group or to fail to acknowledge the contribution made by its members to its discussions. But, in our experience, the limitations on those discussions caused by the constitution and operation of the Group were responsible for the nature of its Report, which we discuss briefly in the Appendix. It is unfortunately true that in respect of two of the three main subjects with which it deals, the Report reaches no final conclusion, and, in our view, does not deal effectively with the consequences of the third.

9. **Summary.** Our views on the procedure which has been followed may be summarized as follows:

(a) We do not think that adequate consideration has been given to the effect on British industry (including agriculture) and inventors of the very substantial changes in the existing law which would result from ratification of the Strasbourg Convention.

(b) Ratification of the Strasbourg Convention is not urgent and cannot be considered separately from other features of patent law.

(c) Even on the narrow question of the implementation of the Convention there are no concluded recommendations in respect of important provisions of the Convention.

10. **Recommendations.** As will be clear from what we have already said, our immediate recommendation is that the Strasbourg Convention should not be ratified without investigation conducted by a smaller body with wider powers and having a representation which is wide in the sense that it is not confined to patent specialists. This investigation should extend to all matters related to the provisions of the Convention and should contemplate the possibility of partial ratification. It would also have to resolve the matters left undecided by the Group's Report.

We would like to go further than that, and, as practitioners in patent law rather than members of the Group, state that a thorough review of the patent law of this country is now necessary. It is 17 years since the Swan Report, and many matters needing consideration have accumulated.

We fully realize the fact that negotiations with other countries on unification of laws may not be reconcilable with the kind of full-scale consideration that has usually preceded patent law reform, since this may lead to undesirable delay and recommendations that might handicap negotiation. Since representation at an International Conference is inevitably official, some means of taking expert advice is, therefore, essential at the negotiating stage, and we appreciate that this was the purpose of forming the Patents Liaison Group. In this respect patent law, like the law in other respects, has suffered from the absence of any standing body concerned with law reform. If such a body could be instituted it might be possible to ensure that the Crown has available advice that is less *ad hoc* and the result of longer and wider inquiry. Even so, the need would remain for full review at the final stage.

11. **European Patent Convention.** Finally, we invite attention to the relevance of our observations to the proposed European Patent Convention. This Convention, if adopted by the United Kingdom in whatever form, could be of great importance to British industry and inventors. We are not aware of the latest position with regard to this Convention or any similar developments, but we point out that, although the Patents Liaison Group discussed the Convention in some detail, no Report was ever drawn up and no public knowledge is available about the views it took. Moreover, the answer given in the House of Commons on February 2, 1965, is mainly concerned with the procedure leading to the grant of a European Patent and ignores the important provisions of the Convention that affect granted patents, particularly those relating to legal proceedings and the forum in which they would be held.

We consider that the comments we have made in this Memorandum in respect of both procedure and the Group's constitution and function should apply in the future to any developments which may take the United Kingdom into a Convention which would mean giving the force of law to instruments deriving their validity from an international organization, even though the United Kingdom may have a voice in the procedure leading to grant.

Signed: Kenneth Johnston.
John Whitford.
George B. Cooke.

October 4, 1965.

Appendix

This Appendix deals with two matters:
Unification of Patent Law
The Group's Report

Unification of Patent Law

1. The Convention proposes to assimilate the patent laws of the signatory countries in several major respects, the most important being the field of invention, relevant prior art, and the obligation to have the monopoly defined by claims. It is plain that the introduction of the provision of the Convention will not give an inventor the same effective rights in his invention in all the countries, even if the matters with which the Convention does not deal (e.g. length of term, compulsory licences, etc.) are ignored. It is suggested that there are two reasons for this, set out as (i) and (ii) below:

(i) The first reason is the language of the Convention itself, which makes it unlikely that it will be enacted by the signatories with the same effect. This results either from the vagueness of the language or from the use of language which may be understood differently (or with different effect) in different countries. The definition of the field for which patents may be granted as 'any inventions which are susceptible of industrial application' was found difficult by members of the Group as a basis of proposed legislation and its manifest vagueness renders unlikely any consistent interpretation in other countries. Moreover, the Convention allows variation in its scope by Articles 2 and 12. An example of language which is likely to receive different interpretations in different countries is to be found in the phrase 'made available to the public', the English interpretation of which is especially severe on patentees.

(ii) The second (and essentially unsurmountable) reason lies in matters with which a convention such as this cannot deal, such as legal procedure and the laws of evidence and interpretation of documents. These are built into a legal system by the legal history of a country, and even a change in their form has to overcome the habits of thought which the legal profession inevitably possesses. European countries differ

profoundly on these matters and the effect of these differences on patents may be found by contrasting the trial of a patent action in different countries. In England trial takes place before a tribunal which almost invariably has no technical assessor and which tries the case without preliminary investigation by the tribunal. The contest is, therefore, a 'once and for all' occasion on which the fate of the parties really depends on the oral evidence which can then be brought forward, but which has the advantage of thorough testing by cross-examination. This procedure is bound quite often to give a different result from one in which the court adopts a much more investigatory attitude before and at the trial and will be guided very much by the views of a Court Expert whose report may not be subject to cross-examination. Such a procedure is basically that which obtains in some Continental countries. The stricter standard of proof the English Law of Evidence in some respects requires is another factor that could produce a different result, as is even more the principle of interpretation of documents, which, we understand, Continental jurists now making their home here have observed as a basic obstacle to the assimilation of English and Continental systems.

2. As stated in our Memorandum, we contend that the advantages of unification are limited. Moreover, we think that the provisions of the Convention ought not to be dealt with separately from other features of patent law with which they are closely connected.

As one example, the abolition of prior secret user as a ground of revocation would necessarily require consideration of personal rights of those who have secretly used, a subject now under discussion at Strasbourg. As another example, the grant of patents for the use of known substances as insecticides or fertilizers would strongly invite consideration of contributory infringement by sale of the substances for these purposes.

The Group's Report

3. The Report deals mainly with these subjects:

(i) Novelty and Inventive Step.

(ii) Prior Claiming and Concurrent Applications.

(iii) Patentable Inventions.

(i) On the first of these we doubt very much whether the Report deals effectively with the consequences which would follow from the application of the severe approach of English patent law to prior publication abroad by user or oral communication. Nor does it deal with the problems raised by user and oral communication behind the Iron Curtain and whether these can really be said to be 'available to the public'. It may be that nothing more can be achieved within the Convention, and for our part we would prefer to see available prior user and oral communication confined to this country. In our view it is a real question whether the introduction of world-wide prior user and oral communications or available prior art may damage the interests of British inventors, and also be to some extent inconsistent with the policy of encouraging user of inventions in the United Kingdom. In our experience the majority of disputes involve foreign companies or their United Kingdom subsidiaries or affiliates. Such companies as defendants, particularly if American, will be in a position to cite prior user and communications in their own country which may be very difficult to check. As Plaintiffs they will be suing Defendants who, as United Kingdom companies without United States affiliates, will not be in the same position. These considerations do not, of course, exhaust the problem, but the question is a real one with which the Group's Report could not be expected to deal and on which a more general inquiry could well assist.

(ii) As to Prior Claiming and Concurrent Applications, the Report comes to no definite conclusion at all. In our view, difficult though the problem presented by this subject may be, it would have been possible to reach a clear and sensible recommendation through a smaller committee accepting and deciding upon views presented to the Committee rather than confining itself to the view of its members.

(iii) On Patentable Inventions the Report itself acknowledges that its recommendations are based on limited consultation. In our view the proposals are necessarily tentative, and some of them, such as the inclusion, at any rate by inference, of provisions for the prophylactic and veterinary treatment of animals used in agriculture may be found to be highly controversial. There was no evidence about the beneficial or harmful effect of such extension of the field of patentability. We think, also, that the Report does not foreshadow what may be involved by the proposal to qualify the very general view of the Convention and by a limited list of exclusions.

It appears, therefore, that in respect of two of the main subjects of the Report, no final conclusion has been reached and that future consideration and investigation is needed.

2. Note by the chairman of the Patents Liaison Group

The proposal in the dissentient Memorandum that the Group's investigations should be repeated by another body with wider powers, emerged at a very late stage. Endeavours were made to deal with the matter in a paragraph at the end of the Group's Report, but it was not found possible to agree a statement summarizing the underlying points in a way which was satisfactory to all concerned. For this reason the Report contains no reference to the matter.

The proposal is understood to be based on the individual views of the signatories of the Memorandum and not on any discussions within the bodies which they represent. It is open to two main objections. Firstly, quite considerable delay would be involved, and secondly, there is no guarantee, or even likelihood, that the report of a smaller Committee (as now suggested) would prove to be generally accepted. Who would be the members of such a Committee?

On the question of delay, one of the gibes made against this country is that, according to our present law, we commend a person who travels to a foreign country, sees a new development which is available to the public there, returns to the United Kingdom, and patents the development in the British Patent Office in his own name and as his own invention. This may have been a worthy kind of exploit in the year 1623, but other countries have long regarded it as not honest, and it cannot be justified in the year 1965. It is highly desirable that we should adopt the standards of novelty of invention which are applied in other countries and which are the standards set in the Strasbourg Convention which we have already signed. As regards the problems arising from concurrent applications, the state of our law is at the present time chaotic, and unless something is done fairly soon on the official plane, again adopting one of the alternative provisions of the Strasbourg Convention, it is quite likely that someone will present a Private Bill before Parliament to remedy the present wholly unsatisfactory position. There is a sense of urgency here which cannot be disregarded.

On the question of the constitution of the Group, the various bodies interested in patents (not only patent law) who received an invitation from the Board of Trade were at liberty to appoint any representatives whom they chose. In many cases they chose patent experts as being the persons most likely to be able to give the desired assistance. Indeed, most of the points with which the Group has had to deal have been matters requiring the appreciation and understanding of persons of wide experience in the working of the patent system, and the value of the discussions with them across the table (whether in their individual or representative capacities) has not been lessened by reason of the fact that they have not been put in the witness chair. Additionally, a number of written communications have been addressed to the Group, and some comprehensive reports which have been generally available have also been considered. The existence and functions of the Group have been widely known, and apart from the views expressed in the dissentient Memorandum no complaints have been received or suggestions made that the Group was working upon inadequate information or was insufficiently qualified.

On the general question whether one is sympathetic or not to the efforts of the Council of Europe to seek harmonization in various fields of common interest, everyone is, of course, entitled to his own view. I and other members of the Group do not share the misgivings and hesitations inherent in the Memorandum. The patent system as a means of encouraging invention and serving the public good according to present-day standards can gain much strength from international co-operation and uniformity of outlook. Otherwise there is a great danger that the patent system will gradually fall into disrepute. Inventions are nowadays exploited internationally and not merely nationally, and patent laws in industrial countries must be based on a realization of that fact. It would be a great pity if the United Kingdom lagged behind. It could usefully give a lead at the present time.

Signed: G. W. Tookey.

October 12, 1965.

British overseas commercial representatives' visits during March to May 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during March to May 1966:

AFGHANISTAN (Kabul)	G. F. Rance	Third Secretary (Commercial)	May	In present post since 1963.
AUSTRIA (Vienna)	R. D. Gordon	Commercial Officer	April/May	In present post since 1962.
BURMA (Rangoon)	L. E. Bagshawe	First Secretary (Commercial)	April/May	In present post since early 1965.
INDIA (Madras)	M. W. R. Mustoe	Second Secretary (Commercial)	April/May	In present post since 1964.
JAPAN (Tokyo)	C. S. R. Giffard	First Secretary (Commercial)	Late March (London only)	In present post since 1964.
(Osaka)	*P. A. Meddle	HM Vice-Consul (Commercial)	April/May	In present post since 1964.
PAKISTAN (Karachi)	J. R. Cowling	Second Secretary (Commercial)	April/May	In present post since 1964.
SOUTH AFRICA (Johannesburg)	J. T. Hyslop	HM Consul (Commercial)	May	In present post since 1964.
VIETNAM (Saigon)	I. J. Benson	Second Secretary (Commercial)	April	In present post since 1964.

*Particularly concerned with mechanical handling equipment, scientific instruments, and consumer goods such as high-grade ceramics, costume and imitation jewellery and woollen knitted goods.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed on page xvi of *Board of Trade Journal* of January 28). Those firms and organizations *other than* in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

THE THIRD phase of the Board of Trade's 'Call Export Intelligence' campaign started on January 9 and will continue till the end of March. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign will continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements will appear in four national papers, three Sunday papers, the London evenings and the *Board of Trade Journal*. Since the campaign started, 9,712 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

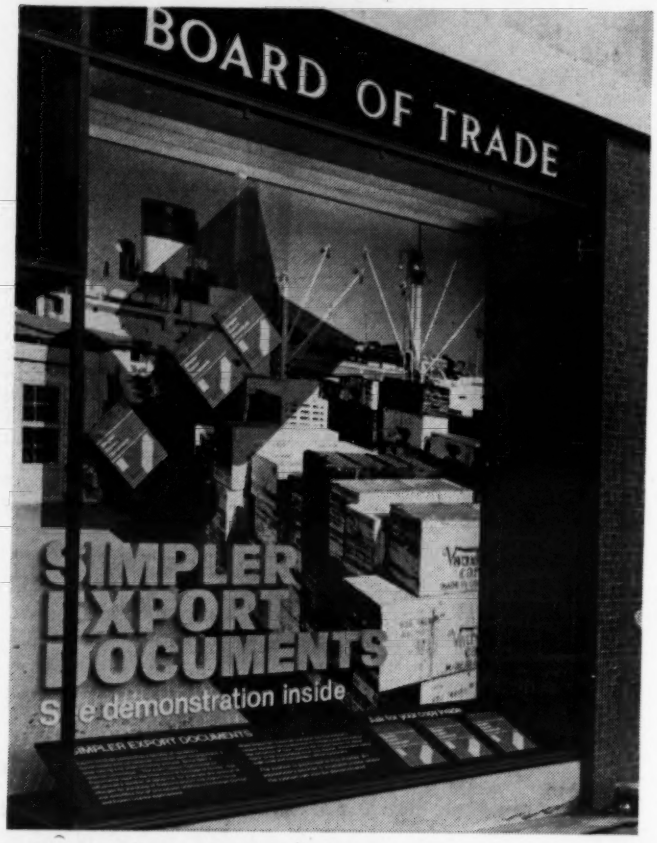
Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essentiel statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times.*

Monthly **4s.** (*by post* 4s. 5d.). Annual subscription **£2 14s.**) includin g postage

*Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

SIMPLER EXPORT DOCUMENTS



A window display of the aligned series of export documents described in the recent Board of Trade booklet 'Simpler Export Documents', together with a simple demonstration of the system, can be seen for the next few weeks at the Board's Export Information Centre, Hillgate House, 50 Ludgate Hill, London, E.C.4. The Centre is open from 9.30 a.m. to 5.30 p.m.

Stoke-on-Trent O.R. telephone

THE TELEPHONE NUMBER of the Official Receiver in Bankruptcy at Stoke-on-Trent has been changed to Stoke-on-Trent 45256/8 (STD code OST. 2).

Marine inquiry

THE BOARD OF TRADE have directed that a formal investigation be held into the circumstances attending the foundering of the motor sand dredger 'Bowqueen' of Newport, ON 303642, in the North Sea, about 1¾ miles E x S of the Gunfleet Spit Buoy, on September 8, 1965.

A further announcement will be made when the date and place of hearing have been fixed.

DEA progress report

THE FEBRUARY ISSUE of the progress report by the Department of Economic Affairs is in two sections, an economic section and an industrial and regional section with articles on investment and modernization, income from dividends, economic expansion in Scotland and joint action with industry. It was published on February 17, and copies are available from Circulation Section (H), COI, Hercules Road, London, S.E.1.

EFTA Bulletin for January/February

THE IMPORTANCE of the EEC market to Sweden and Portugal is the subject of the leading articles in the latest issue of the *EFTA Bulletin* published this month. Other articles deal with Finland's new industries and shipbuilding in the EFTA countries.

Copies of the *EFTA Bulletin* may be obtained free of charge from the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

CBI's 25th Industrial Trends Survey

THE RESULTS of both the 'total trade' and 'export trade' sections of the Confederation of British Industry Industrial Trends Survey have been weighted to ensure that they are representative of British manufacturing industry as a whole. A record number of replies were received to both sections of the survey – over 1,000 on export trends and almost 1,400 on trends in the total trade.

The results of this survey indicate that there has been no great change in the general business situation since last October. The value of output has continued to rise at about the same rate as was then reported, as have costs and prices. There were again more firms less optimistic about the business situation than more optimistic, although the balance was much smaller than in either of the last two surveys. Capital expenditure on plant and machinery is not expected to change substantially over the next 12 months.

The 'Export trade' section of the survey revealed that the upward trend of new orders and deliveries is less strong than in the past.

Defence specifications

THE Ministry of Defence announces that the following documents in the Defence series have been published by HMSO, 49 High Holborn, London, W.C.1.

New documents		Price
		s. d.
DEF-153	Plugs and sockets, electrical, type B.M.S.	6 6
DEF-154	Valve, cylinder, gas, Mk.2C, for hydrogen cylinders; Mk. 9C, for air and nitrogen cylinders and cylinders containing mixed permanent gases, Mk.9D, for oxygen cylinders	1 6
DEF-44	Ground generating sets	2 6
DEF-18 Suppl. 7	Portable secondary battery 12V, 75 ah	1 6
8	Portable secondary battery 12V, 22 ah	1 6
9	Portable secondary battery 6V, 85 ah	1 6
10	Portable secondary battery 6V, 100 ah	1 6
DEF-1 Suppl. 64	Battery, dry, 4½V, No. 6	1 0
65	Battery, dry, 63V, No. 2	1 0
DEF-1443	Paint remover, trichloroethylene based, water rinsable	2 0
DEF-1279	Paint remover, dichloromethane (methylene chloride), water rinsable	2 0
DEF-1446	Cloths, barathea, polyester, tie fabrics	2 0
DEF-1447	Cloths, poplin, polyester and cotton	2 0
DEF-5158	General requirements for switches in electronic applications	3 0
DG-5029	Solderless wrapped electrical connections	3 0
Revisions		
DEF-25-A	Electrical power supply systems below 600 volts	4 0
DEF-29-A	Phosphate treatment of iron and steel for protection against corrosion	2 6
DEF-2000 Method 4 Issue 2	Resistance to oxidation of oil films (oxygen bomb method)	1 6

New documents		Price
		s. d.
DEF-2332-A	Corrosion preventive compound PX-4	2 0
DEF-2101-D	Oil OMD-40, -60, -110, -330	2 6
Amendments		
DL-13-A	Radio frequency cables (Amendment No. 2)	1 3
DEF-1145	Paint systems for cellulose finishing of vehicles (Amendment No. 3)	3
DEF-1234	General requirements for packaging supplies for the Services (Amendment No. 16)	1 9
DEF-1303	Cases, wood, packing (Amendment No. 2)	
DEF-1306	Cases, plywood, packing, battened construction (Amendment No. 2)	3
DEF-1307	Cases, plywood, packing, metal edged construction (Amendment No. 2)	
DEF-1007-A	Fabrics, cotton, plain weave (Amendment No. 4)	3
DEF-1023-A	Fabrics, cotton, 2 × 1 twill weave (Amendment No. 1)	3
INDEX	Index of Defence Publications (Amendment No. 2)	9
DEF-5134-2	Capacitors, electrolytic, with tantalum electrodes (Amendment No. 3)	1 3
DEF-5194-A	Cores, magnetic, ferrite (Amendment No. 1)	6
DEF-5167	Buzzers (Amendment No. 1)	3
DEF-5112-A	Resistors, fixed, film (carbon) and composition (Amendment No. 2)	3
DEF-5000	General requirements for Service telecommunications equipment (Amendment No. 8)	9

New Books

International Aid, by I. M. D. Little and J. M. Clifford (360 pages. Allen & Unwin, 45s., hard cover and 25s., soft cover). Written by two Oxford economists, and sponsored by the Overseas Development Institute, this book is devoted to a discussion of the flow of public non-military aid from rich to poor or 'developing' countries, and makes particular reference to British policy in this respect. Public aid is taken to include direct government to government aid, and aid given through international organizations, but excluding foreign private investment in poor countries and assistance given by private charities. Large scale financial aid to poor countries is a very recent phenomenon in world history, and in international relations. Its purposes and implications are still obscure; and policies still in flux. Although much has been written on the subject during the past decade, the present critical and wide-ranging study makes a valuable contribution. The book starts with a brief history of aid and an examination of the quantity of world aid in 1962-3, followed by a chapter on the principles of aid-giving. The next part studies the problem from the point of view of the receiving country, including the effects on development and trade, the various forms of capital inflow, the terms of aid and the debt problem. This is followed by a section on donors' problems, particularly the need for co-operation and co-ordination of aid administration. Finally there is an examination and critique of British aid policy, and a short chapter summarizing the authors' conclusions.

Supplementary Financial Measures. A study requested by the United Nations' Conference on Trade and Development, 1964. (125 pages. International Bank for Reconstruction and Development, New Zealand House, Haymarket, London S.W.1. Free). This report arises from an UNCTAD resolution requesting the International Bank for Reconstruction and Development to study the feasibility of a new scheme which 'should aim to deal with problems arising from adverse movements in export proceeds which prove to be of a nature or duration which cannot adequately be dealt with by short-term balance of payments support'. The existing international financial machinery does not include any mechanism to meet this problem. The scheme outlined in this document is designed to provide longer term assistance and to be a practicable way of helping developing countries overcome the problem of unexpected shortfalls in their export earnings that result in disruption of sound development programmes. It is estimated that a sum of $300-400 million per annum would be needed in addition to existing forms of aid to finance the scheme.

Basutoland, by Austin Coates (135 pages. 20s., by post 20s. 11d., from HMSO and Government bookshops). The tenth volume in the *Corona Library,* sponsored by the Colonial Office, maintains both the high standard of production that we have come to expect, and the general purpose of the series – to provide authoritative yet readable accounts of the United Kingdom's dependent territories by established and independent authors. Basutoland, with the same area as Belgium and a population of less than one million, shares with San Marino the distinction of being one of the only two countries in the world whose territory is entirely surrounded by that of another country, in this case South Africa. It became a British dependency in 1868. Mr. Coates sketches the history of the country since its emergence during the first half of the last century; describes the shift from a pagan to a Christian society, and the political transformation of a tribe into a modern state; gives an account of the lives and ancient traditions of the people; touches on the pressing economic problems, including the paucity of natural resources, soil erosion, and the dependence on remittances received from men working in South Africa; and examines the prospects for future advancement.

Conference on Librarian-Statistician Relations in the Field of Economic Statistics, July 5, 1965. Papers and Proceedings . . . sponsored by the Library Association and the Royal Statistical Society. Conference chairman, Professor R. G. D. Allen (138 pages. Library Association, 7 Ridgmount Street, Store Street, London W.C.1. 40s.). This conference was valuable not only for the contributed papers but for the fact that it brought together specialist librarians and experts in the subject field of economic statistics. Over half the volume is devoted to a verbatim record of the discussion, and it is here that some of the exchanges revealed, not unnaturally, that the users' concept of service did not always coincide with the librarians. Some of the ideas mooted may well be impracticable, but they should be closely examined with a view to effecting improvements and as guidelines for future projects and co-operation. Three of the six papers were presented from the library side and (a) described the library services provided in an industrial firm, (b) the Board of Trade Library services and (c) suggestions for bibliographical co-operation between statisticians and librarians. The statisticians gave papers on (a) the use of the Royal Statistical Society Library, (b) the librarian and financial analysis and (c) a survey of library services for economists in the Midlands and the North of England.

Contract Catalogue from Design Index 1966/67. Furniture, Lighting Fittings, Sanitary Appliances. (380 pages. Council of Industrial Design, 28 Haymarket, London S.W.1. 21s. including postage). This is the second publication by the CoID 'to assist those engaged in the furnishing of public and commercial premises and to draw their attention to the wide range of well designed modern British-made products now on the market'. The products in the catalogue have all been drawn from the Design Index and they have been selected by their manufacturers as suitable for contract use. Each item is illustrated photographically, with such details as size, materials, date of first production and the name and address of the manufacturer. Where they are available, approximate retail prices are given as a guide to comparative cost. About half of the catalogue is devoted to furniture, covering among other things desks, tables, storage units, filing cabinets, chairs, and bedroom, kitchen and garden furniture. The remainder of the catalogue is divided more or less equally between lighting (including electrical accessories) and sanitary ware. There is an index to the manufacturers represented and a brief outline of the services of the CoID.

Timbers and Board Materials Used in the Furniture Industry: a Survey, by Constance Webster (40 pages. Forest Products Research Laboratory, Ministry of Technology, Princes Risborough, Aylesbury, Bucks. Free). In this survey visits were made to large and small firms throughout the country to discover which timber species and board materials are preferred for furniture production of all types and what special problems arise in connection with their use. The report is divided into two major sections. The first is arranged under different types and parts of furniture, and indicates the timber species or board materials used. The second section arranged under timber species or board materials records the various opinions expressed by users. There are also notes on use of adhesives, timber drying, colour change, finishes, and export of furniture.

Retraining and Further Training. Organization for Economic Co-operation and Development (86 pages. Available free from OECD, 2 rue André Pascal, Paris XVI). One of the objects of the various studies produced by the Manpower and Social Affairs Committee of the OECD is to help the labour market to adapt itself to increasingly rapid changes in technology and structure. The vocational training of manpower is one way of bringing about this adaptation. But the content and methods of such training must in turn be adapted to changing conditions. The report reviewed here, written by Dr. Schonning, Assistant Director of the Canadian Ministry of Labour, deals with the problems of up-dating the technical knowledge of employees who already have several years service. It is a pilot project, based on a series of case studies. (One of these has been reproduced in full). It describes how retraining was carried out to meet technological changes in a number of typical enterprises. It seeks to show the respective roles that have to be played by government, the undertaking and the individual in the adaptation of workers whose skill, through no fault of their own, has become out-of-date.

Lighting of Work Places, by James Longmore (32 pages. Ministry of Technology, Millbank Tower, Millbank, London S.W.1. Available free from the Library. *Ergonomics for industry No.* 9). Each booklet in the series *Ergonomics for industry* deals briefly with a special aspect of ergonomics in relation to certain common industrial situations or problems. The first part of this latest booklet deals with the principles of good lighting – 'these are common to both daylight and artificial light and no attempt is made to distinguish between the two'. In the second part, which deals with the application of these principles to the design of work places, the essential features of each type of light-source are examined independently. The general requirements for good industrial lighting are summarized in the final section. The author is a member of the lighting research team at the Building Research Station and has been actively engaged for many years in the study of the problem of lighting and vision in buildings.

Steel Tubing – Properties and Data (46 pages. Reynolds Tube Company Ltd., Hay Hall Works, Tyseley, Birmingham 11. Free). In this booklet much of the established technical data relating to cold-drawn seamless steel tubing is presented in a form which it is hoped will be convenient for designers and draughtsmen. It includes formulae, tables of data, conversion tables for Imperial and other standard wire gauges, various metric conversion tables and factors to help to interpret Continental specifications and drawings. This is a reprint on International A4 size paper.

Other publications

BRITISH SHIPBUILDING FACILITIES AND SERVICES 1966. 159 pages. Information Office for The Shipbuilding Conference, The Shipbuilding Employers' Federation, Dry Dock Owners and Repairers Central Council, National Association of Marine Enginebuilders, 21 Grosvenor Place, London S.W.1.

INDIA & PAKISTAN WOOL, HOSIERY & FABRICS 1966. 17th edition. An Annual Review of the Wool, Worsted, Carpet, Jute and Hosiery Trades and Industries in India and Pakistan, covering Raw Wool Production, Classification, Marketing, Import and Export, Yarn Production, Knitting and Manufacturing, Processing, Distribution and Marketing. 252 pages. Commerce (1935) Ltd., Brady House, 12-14 Veer Nariman Road, Bombay 1, India, in association with John Worrall Ltd., Oldham, Lancashire. 36s. 6d. including postage.

POST OFFICE LONDON DIRECTORY FOR 1966. With sectional street plan on a scale of approximately four inches to a mile (with Central London on a scale of six inches to a mile) in a separate case. 167th annual edition. 2760 pages. Kelly's Directories Ltd., 2 Arundel Street, Strand, London W.C.2. £6.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, FEBRUARY 15

ECGD and lost exports to Rhodesia

Mr. Douglas Jay, President of the Board of Trade, was asked if he would estimate the value of the loss likely to be sustained in respect of claims for lost exports against the Export Credit Guarantee Department on account of sanctions against Rhodesia. In reply Mr. Roy Mason, Minister of State, Board of Trade, said: 'The maximum liability of the Export Credits Guarantee Department in respect of goods which cannot at present be shipped to Rhodesia under insured contracts is estimated at £1.4 million. The actual loss to be sustained cannot yet be assessed but should prove substantially less. There would be savings in respect of goods which can be resold and on goods where the manufacturing process is not completed; and some goods may eventually be shipped. In addition there is insured credit outstanding in respect of past business. The amount of this still to be paid cannot be accurately estimated but could amount to some £5 million, with payments due over the next five years. While claims are likely to arise they should be largely recovered once normal conditions are restored.'

Mr. Mason also replied to a number of questions concerning the balance of trade between Rhodesia and Great Britain, the price of Zambian copper exported to Britain on account of sanctions against Rhodesia, and the value of lost British exports to Malawi and Zambia on account of sanctions against Rhodesia, all of which are reported in *Hansard*.

Terms of trade in 1965/54

The President was asked what were the terms of trade to the most recent convenient date as compared with 1954; and on what data or formula they were calculated. In reply Mr. Mason said that the terms of trade in 1965 were 17 per cent higher than in 1954. They are obtained by expressing the export unit value index as a percentage of the import unit value index; the calculation of these indices was explained in detail in Economic Trends for September 1963.

Investment grants and incentives

Asked what would be the cost if office machinery were to qualify for investment grants of 20 per cent, Mr. George Darling, Minister of State, Board of Trade, said: 'Approximately £6-£8 million at the current level of investment. This estimate does not cover computers, items not normally charged as capital expenditure or public sector investment.'

Mr. Darling also replied to a number of questions concerning investment incentives to Northern Ireland and investment grants on machinery purchased in the newspaper industry, all of which are reported in *Hansard*.

WEDNESDAY, FEBRUARY 16

Southern Rhodesia Order approved

The Southern Rhodesia (Prohibition of Exports and Imports) Order 1966, dated January 20, 1966, made by Her Majesty in Council under the Southern Rhodesia Act 1965, was approved by both Houses of Parliament on February 16.

THURSDAY, FEBRUARY 17

Industrial incentives policy

Asked how many consultations he had had with industrial and other bodies on the new policy of investment incentives before the publication of the White Paper, Mr. George Darling, Minister of State, Board of Trade, replied: 'None Sir. The proposals in the White Paper were equivalent to Budgetary changes and could not be disclosed in advance. The Government however took into consideration views expressed by industry on this subject.'

Level of industrial stocks

A Member asked what was the level of industrial stocks at the last available date; what was the level 12 and 24 months previously, respectively; and what was the percentage change over this period. Mr. George Darling replied that the book value of manufacturers' stocks at the end of September 1965 was £7,204 million; it was £6,686 million at the end of September 1964, and £6,126 million at the end of September 1963. These figures represented increases of 9 per cent between September 1963 and 1964 and 8 per cent between September 1964 and 1965.

Kennedy Round tariff negotiations

Details of a question answered by Mr. Darling are given on page 425.

Patents Liaison Group Report

The documents mentioned in the Parliamentary Answer are given on pages 426-428.

Anglo-Danish trade

Asked what was the net United Kingdom balance of trade with Denmark in 1965 and what steps he was taking to improve trade with Denmark, Mr. Mason said that in 1965 United Kingdom imports from Denmark (valued c.i.f.) exceeded exports and re-exports (valued f.o.b.) by £67 million. Denmark offers a good market for British exports and a wide range of Government services is available to firms who wish to take advantage of these opportunities.

Exports to Africa

In reply to a question as to what was the estimated total value of United Kingdom exports to Africa in 1965 and what percentage this represented of United Kingdom total overseas trade, Mr. Mason said: '£614 million and 13 per cent.'

Reports on shipping industry

The President was asked whether he would publish the recent departmental report prepared on the ship repairing industry, and the report on the inquiry his department had conducted into the British ship repairing industry. In reply, Mr. Mason said that the pilot study undertaken by his department of factors affecting demand on the United Kingdom ship repairing industry was to serve primarily as a basis for discussion with the industry about its prospects. It was not intended that the study should be published.

Cost of imported raw materials and foodstuffs

A questioner asked what was the average increase in cost of raw materials and foodstuffs imported into the United Kingdom in 1965 and to what extent this caused an increase in average prices in the country. In reply Mr. Darling said that the average cost of industrial materials and foodstuffs imported into the United Kingdom in 1965 was about ½ per cent more than in 1964 and about 4 per cent more than in 1963. The rise in these costs contributed only a small part to the increase in average retail prices last year compared with 1964.

Purchase of computers

The President was asked in view of the recently announced incentives for purchasing computers, if he would state the specific lines within this category that would qualify for the additional allowance, in particular with regard to the inclusion of software. In reply, Mr. Darling said that further information on this subject would be given in the announcement about various aspects of the scheme of investment grants which the President hoped to make within the next few weeks.

Statistics in the motor trade

Mr. Darling, in reply to a question as to what percentage of motor traders were now submitting figures relating to monthly turnover to the statistics division of his department, said: 'About 4½ per cent by number, accounting for about 16 per cent of the total turnover of the motor trades.'

Financial aid to BOESB

Asked what financial support was being provided to the British Overseas Engineering Services Bureau, Mr. Mason said the Government was providing a grant of up to £13,125 in a full year towards the Bureau's running costs and a grant of up to £100,000 annually towards the costs in appropriate cases of feasibility surveys undertaken by British consultants. Detailed arrangements for the financing of feasibility surveys were still being worked out between the Board of Trade and the Bureau. The Bureau would also benefit from the arrangements operated by the British National Exports Council for financing overseas missions.

Anglo-Japanese treaty

The President was asked what discussions he had had with the Japanese Government following the original exchange of notes concerning Voluntary Export Control in November 1962, in connection with the Treaty of Commerce Establishment and Navigation between the United Kingdom of Great Britain and Northern Ireland and Japan which was ratified in 1963; which product groups were now the subject of control as a result of direct Board of Trade intervention and which product groups were controlled as a result of negotiations between the respective industries in this country and Japan. In reply, Mr. Mason said that discussions took place in 1963, 1964 and 1965 on the quotas for items listed in the Exchange of Notes. The only other product now subject to voluntary export control, as a result of our intervention, was stainless steel tableware which was freed from import restrictions on January 1, 1966. He was not aware of any control imposed as a result of negotiations between British and Japanese industry.

Trade with North Vietnam

Mr. Mason said in reply to a questioner that Britain's trade with North Vietnam had always been extremely small and in present circumstances there was little scope for increasing it.

THURSDAY, FEBRUARY 17

Investment allowances

Replying to a question on the impact on investment in the distributive trades of the exclusion of retailing and distribution from the new system of investment allowances, Mr. Darling said that no precise estimate could be made, but it was expected that, as forecast in Chapter 5 of the National Plan, investment in the distributive trades would grow less rapidly than in recent years.

Asked what estimate he had made of the effect on the building and construction industries of the new investment incentives, Mr. Darling said that plant and machinery used by the building and construction industry would be eligible for the increased rate of initial allowance of 30 per cent. It was not possible to make any precise estimate of the effect of the new system on these industries.

A member asked how much less the new scheme of investment incentives would cost HM Government compared with the previous investment allowances; and if this saving would be applied to making payments earlier than 18 months hence. Mr. Darling said that he did not expect the new scheme of investment incentives to cost less than the previous arrangements. The second part of the question therefore did not arise.

Asked whether a firm which started a project in a new development area, not previously in a development district, between January 17, 1966, and the date of entry into force of the legislation foreshadowed in paragraph 51 of Command Paper No. 2874, Investment Incentives, would qualify for the grants to be introduced under that legislation. Mr. Darling answered that the President of the Board of Trade hoped to make a statement shortly on this and certain other questions arising in connection with the proposals in Cmnd. 2874.

Anglo-Rumanian trade

In a statement concerning the President's talks with the Rumanian Trade Mission, Mr. Mason said: 'Mr. Birladeanu and his colleagues were invited to this country for a general exchange of views on subjects of interest in Anglo-Rumanian relations and to see something of British industry. In their talks with my rt. hon. friend they outlined their plans for the future development of Rumania, and we agreed to make every effort to expand Anglo-Rumanian trade. Subsequently the Rumanian Minister of Foreign Trade discussed the scope for increased trade more fully with me.'

Crystal Palace exhibition site

Asked whether the necessary Government support would now be given for the construction of a national industrial exhibition centre on the Crystal Palace site, Mr. Mason said that the President had recently received a report from the Greater London Council. A full examination of the proposals would take some time but the Government would reach a decision as soon as possible.

Control of newspapers

The President was asked what steps he had taken, or proposed to take, on the recommendation of the Royal Commission on the Press that he should exercise his powers under the Companies Act, 1948 to investigate and regulate the control of newspaper undertakings whose equity was held substantially by nominees. In reply, Mr. Darling said that the President was prepared to consider exercising powers under the Companies Act to investigate the true ownership and control of any newspaper undertaking where grounds existed (for example, where the Press Council was unable to obtain sufficient information). He had no power under the Act to regulate the control of newspapers.

Public companies

The President was asked whether he was satisfied that section 165 of the Companies Act, as at present operated by his department, offered adequate protection to members of public companies against oppression by the management of such companies. In reply, Mr. Darling said that the President was satisfied that the provisions of Section 165 of the Companies Act, 1948, relating to oppression of members of a company, and indeed to the other criteria for the appointment of an inspector to investigate a company's affairs, were properly applied by the Board of Trade. If the questioner had any particular case in mind and would send him details, he would look into it.

Weights and measures regulations

Asked what consultation he normally undertook with representatives of consumers before introducing regulations under the Weights and Measures Act, Mr. Darling said that in addition to the enforcement authorities and their inspectors, who had much experience of consumers' complaints, the President consulted the Consumer Council.

Exports to Rhodesia

Asked what advice he had given British exporters who had lost, or would lose, their market in Rhodesia, Mr. Mason said: 'I would advice them to sell in other export markets. All the services of the department are at their disposal to help them to do this.'

In reply to a further question as to what estimate he had made of the loss in revenue to the United Kingdom in a full year by HM Government's decision preventing Lloyd's underwriters meeting their liabilities in Rhodesia, he said: 'I understand that there has been a loss of business. I cannot estimate what the loss to the United Kingdom might be if it were necessary to maintain the present restrictions for a full year.'

Local Employment Act

Replies to a number of questions concerning the Local Employment Act and the Development Areas are reported in *Hansard*.

Restrictive Trade Practices Act

Asked whether legislation would be introduced to provide for exemption from the operation of the Restrictive Trade Practices Act of 1956 of agreements between manufacturers which had as their object the rationalisation of industry with a view to increasing the efficiency of production or the saving of imports, Mr. George Darling replied 'No, Sir.' There was no *a priori* reason why rationalization proposals designed to improve the competitive efficiency of industry need involve restrictive agreements.

Agricultural trade between EFTA members

Asked what action he was taking to eliminate non-tariff barriers to agricultural trade between the members of EFTA and what action he was taking, in view of the elimination of tariffs between EFTA members on December 31, 1966, to move towards the harmonization of agricultural price levels, Mr. Roy Mason answered that the EFTA Convention did not require the elimination of non-tariff barriers to trade in the agricultural sector or the harmonization of agricultural price levels and we were not taking action for either purpose in EFTA.

British subsidiaries in Latin America

A Member asked what steps were being taken to encourage British enterprises to set up subsidiaries in Latin America, following the visit there of the Foreign Secretary. Mr. Mason replied that the Board of Trade and our Embassies in Latin America were glad to help British firms interested in local manufacture with licensing agreements and the sale of know-how. The transfer of capital to subsidiaries in Latin America was subject to the exchange control regulations currently in force.

Tripoli Trade Fair

Asked what encouragement and assistance he was giving to British firms to exhibit at the trade fair in Tripoli, Mr. Mason said that the Board of Trade was in consultation with the British National Export Council about participation in the 1967 Tripoli Fair. If there was sufficient interest on the part of industry the Board would organize and contribute to the cost of a British pavilion.

Trade with South America

A questioner asked what plans he had for increasing trade with South America, following the Foreign Secretary's visit. In reply Mr. Mason said that the Foreign Secretary discussed opportunities for increasing British exports to Latin America with the governments of each of the countries he visited and with local business interests. The Board of Trade were exploring these opportunities further with British manufacturers. All the normal Board of Trade and ECGD facilities were available for exports to Latin America.

In answer to a further question on the success of the Committee for Exports to Latin America in persuading more firms, and especially smaller firms, to take an interest in the Latin American market, Mr. Mason said, the Committee for Exports to Latin America are rightly concentrating their efforts on those industries for which the market potential is greatest. They report an increasing interest in Latin America among firms of all sizes.

FRIDAY, FEBRUARY 18

Shipbuilding delay

The President was asked whether he would draw the attention of the Geddes Committee to the case of the Swedish cruising liner *Kungsholm* whose delivery by a shipbuilding firm has been delayed, owing to absenteeism, in view of the extent to which such cases prejudice future orders from British yards. In reply Mr. Darling said: 'I am sure that the Geddes Committee, whose report is expected before the end of this month, will have had all relevant information in mind when considering the problem of delivery delays.'

MONDAY, FEBRUARY 21

Companies Bill Second Reading

The Companies Bill was given a second reading in the House of Commons on February 21.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Mar. 10 & 11	**Vehicles, machine tools and miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Vehicles. Standard Vanguard Ph. III saloon and estate cars; Humber Snipe Touring limousine; Morris Minor, Ford Anglia and Popular saloons; Ford Consuls; Hillman Husky estates; Land Rovers; Austin 'Champs'; Ransomes & Rapier 3½-5 ton Super Mobile crane; Hands 10 ton, 4 twin wheeled trailer; Coles E.M.A. 5-ton and 3-ton mobile cranes; AEC 'Matador' 10-ton truck (with winch); Commer and Fordson 3-ton, 4 x 4 trucks; Bedford 7-ton 4 x 4 trucks and 5 and 7-ton hydraulic tippers; Commer 1-ton trucks; Austin K9 1-ton 4 x 4 trucks; Planet industrial tractors; Morris commercial ambulances; Bedford 12 cwt. Utilecons and vans; Thames 5, 10 and 12 cwt. vans; BSA and Matchless motor cycles; also various M.T. spares, tyres, batteries and 5 and 10-ton hydraulic jacks.

Machine Tools. Double geared Mandrell Press; crack detecting apparatus; motorized vertical pillar drilling machines; 60-ton hand screw vertical straightening press; 16-ton vertical hydraulic sleeving press; various grinding and polishing machines.

Clothing and Textiles. B.D. and denim blouses and trousers; P.T. shorts; berets; woollen drawers and vests; leather jerkins; greatcoats; shirts various; socks; ankle boots; shoes; old rubber, canvas, webbing, tarpaulins, leather hessian, mixed rags, rope and cordage.

Miscellaneous Stores. Single gun vehicle washers; Champion spark plug cleaner; oxy-acetylene welding and cutting kits; electric drills, etc.; furniture including: chairs various; bedside tables; dressing chests; mirrors; settees; tubular nesting chairs; also electrical spares; fitters, joiners, plumbers, and mechanics tool kits; chisels; hammers; box and ring spanners; hacksaw blades; planes; blowlamps; washers, nuts, screws, padlocks, bolts etc., jerrycans; paints and oils, primer, underseal, driers and varnish.

March 16	**Miscellaneous stores and equipment, including:**	**No. 7 Maintenance Unit, R.A.F., Quedgley, Glos.**	**Bruton, Knowles & Co. (Dept. L), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).**

Marine engines; generators and generating sets; miscellaneous vehicles, marine, electrical and aircraft spares; underwater salvage equipment; petrol engines (various), measuring instruments and gauges; tyres; furniture and clothing.

March 17	**Machine Tools, plant and equipment, miscellaneous stores, including:**	**Ordnance Storage and Disposal Depot, Rotherwas, Nr. Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).**

Southbend, Denham, Smart & Brown, Le Blond and Mellor lathes, drilling, grinding and shaping machines and presses; 20 tons rags; 6,000 blankets, clothing, etc.

Mar. 22 & 23	**Machine tools, industrial equipment, miscellaneous stores, clothing and textiles.**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks., W.R.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. Leeds 20898).**

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
March 1	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licnces of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	December 7, 1965	
991,603	Gevaert Photo-Production NV	Electrophotographic materials.
993,060	NV Nederlansche Instrumenten-en Electrische apparaten Fabriek 'NIEAF'.	Indicating measuring instruments.
	December 8, 1965	
904,482	A. G. Brown, Boverie & Cie.	Electric filter for direct current circuits.
	December 9, 1965	
840,136	United States Atomic Energy Commission.	Ternary alloy-containing plutonium.
843,307	United States Atomic Energy Commission.	Plutonium-uranium titanium alloys.
849,713	United States Atomic Energy Commission.	Plutonium-uranium alloy.
851,925	United States Atomic Energy Commission.	Motor driven screw and nut mechanism.
868,115	Nekolny, Jaroslav	Steam turbines. (Patent of Addition to No. 854,410.)
	December 20, 1965	
862,206	Orphahell NV, formerly Orgahell NV.	Preparation of azomethines of amino-2-oxazolidones.
862,207	Orphahell NV, formerly Orgahell NV.	Preparation of 3-acyl-amino-2-oxazolidones.
864,012	Orphahell NV, formerly Orgahell NV.	Preparation of 3-(5'-Nitro-2'-furfurylidene)-amino-oxazolid-2-one.
905,242	Ingber, O. H.	Combination exposure meter and/or filter selector devices.
949,678	Ingber, O. H.	Apparatus for measuring the transverse dimension of wires, etc.
949,695	Malterre, Y. G. L., and another	Apparatus indicating the direction of flow of a fluid through a rotary fluid-operating machine.
952,696	S. A. Eternit	Cement reinforced by asbestos fibres.
973,424	SATUJO	Curing seams of heat-softenable sheeting.
	December 29, 1965	
901,670	Marchiorello, G.	Electrical installation for refrigerated motor vehicles.
945,899	United States Atomic Energy Commission.	Separation of uranium and plutonium oxides.
946,370	United States Atomic Energy Commission.	Apparatus for trapping energetic charged particles and confining the resulting plasma.
952,826	United States Atomic Energy Commission.	Separation of uranium plutonium and fission products from neutron-bombarde uranium.
963,493	United States Atomic Energy Commission.	Ion magnetron plasma device.
985,042	United States Atomic Energy Commission.	Removal of chlorides from aqueous nitrate solutions.
985,681	United States Atomic Energy Commission.	Plasma heating and confining device.
	December 30, 1965	
876,350	Felten & Guilleaume Carlswerk AG	Extrusion.
908,950	United States Atomic Energy Commission.	Linear count-rate meter.
909,291	Societe Franco-Americaine-Francispam.	Liquefied gas-lighters.
916,064	United States Atomic Energy Commission.	Shipping container for spent nuclear reactor fuel elements.
920,471	United States Atomic Energy Commission.	Brazing alloys.
923,707	United States Atomic Energy Commission.	Separation of trivalent metal values from each other by solvent extraction.
932,969	United States Atomic Energy Commission.	Brazing alloys.

(*Continued on next page*)

NUMBER	GRANTEES	SUBJECT-MATTER
945,120	United States Atomic Energy Commission.	Diaphragm pumping system.
948,046	United States Atomic Energy Commission.	Eddy current device, etc., in a tube-in-tube configuration.
957,881	United States Atomic Energy Commission.	Identification badge.
970,627	United States Atomic Energy Commission.	Uranium monocarbide.
975,247	Regie Nationale des Usines Renault	Press discharge apparatus.
980,252	United States Atomic Energy Commission.	Uranium pentafluoride.
981,198	Gevaert Photo-Producten NV	Light-sensitive material.
985,682	United States Atomic Energy Commission.	Electric discharge plasma generating and confinement apparatus.
	January 18, 1966	
890,622	'Fo-We' Forschungs-and-Verwertungs-Anstalt.	Therapeutically active product.
905,719	Ateliers des Charmilles SA	Electro-erosion machining processes.
909,837	Reynolds Metals Company	Apparatus for extending passageway panels on one side.
914,809	Ateliers des Charmilles SA	Tools for electrolytic machining.
949,252	Theodor Wuppermann GmbH	Manufacture of crankshafts from separate components by flash butt welding.
976,404	Ramillon, Rene	Hinge means for interconnecting lever arms.
998,333	Ditta 'P Greco' di Ugo Musso Societa in Accomandita Semplice.	Cargo ships.
	January 20, 1966	
784,847	Loblite Ltd.	Fused electrical plugs, etc.
788,746	Loblite Ltd.	Electrical plug and socket adaptors.
816,888	SA d'Innovations Chimiques Dite: 'SINNOVA' on 'SADIC'.	Polyfunctional surface-active agents.
856,230	Commissariat a l'Energie Atomique.	Thin reinforced diaphragms.
860,141	United States Atomic Energy Commission.	Direct ingot process.
874,854	United States Atomic Energy Commission.	Plutonium-cerium-cobalt, plutonium-cerium-nickel and plutonium-cerium-nickel-cobalt alloys.
882,690	Eggert, John	Photographic images making use of the intensity reversal effect.
906,827	Commissariat a l'Energie Atomique.	Nuclear reactors.
907,344	Commissariat a l'Energie Atomique.	Methods and devices for securing fuel elements in nuclear reactor tubular channels.
908,347	Societe d'Applications des Machines Motrices.	Hydro-electric servo mechanisms.
908,480	Commissariat a l'Energie Atomique.	Thin reinforced tubular diaphragms.
910,025	Commissariat a l'Energie Atomique.	Alkaline treatment of uranium ores by means of ion exchange resins.
910,445	Commissariat a l'Energie Atomique.	Display device for use in installations for cyclically checking etc., the value of a magnitude at a multiplicity of points.
910,492	Commissariat a l'Energie Atomique.	Interpolation devices.
911,957	Commissariat a l'Energie Atomique.	Uranium mono carbide articles.
914,351	Commissariat a l'Energie Atomique.	Fuel elements.
915,215	Commissariat a l'Energie Atomique.	Devices for the detection of fission products in the coolant fluid streams of a nuclear reactor.
918,455	United States Atomic Energy Commission.	Grain refinement of uranium billets.
918,536	Commissariat a l'Energie Atomique.	Detection of burst jackets in nuclear reactors cooled by a plurality of gaseous streams.
918,537	Commissariat a l'Energie Atomique.	Devices for the automatic monitoring of the variations of a physical magnitude at a multiplicity of distinct points, etc.
918,818	United States Atomic Energy Commission.	Cellular core for curved surfaces.
920,256	Commissariat a l'Energie Atomique.	Fuel elements for nuclear reactors.
920,316	United States Atomic Energy Commission.	Superfast thermalization of plasma.
923,951	United States Atomic Energy Com-	Uranium separation process.
930,966	United States Atomic Energy Commission.	Separation of curium and americium.
931,632	United States Atomic Energy Commission.	Plutonium recovery from neutron-bombarded uranium fuel.
933,451	Commissariat a l'Energie Atomique.	Monitoring a physical magnitude at a multiplicity of distinct points, etc.
933,797	United States Atomic Energy Commission.	Recovery of uranium from a zirconium-uranium metallic mass.
934,899	United States Atomic Energy Commission.	Separation of protactinium from molten salt compositions.
986,111	Societe Industrielle Generale de Mecanique Appliquee SIGMA.	Fuel injection pumps.
995,292	Schenley Industries Inc.	Self-standing displays.
1,001,085	United States Steel Corporation	Apparatus for determining surface contour.
1,002,502	Hodgson, Albert W.	Machine tool pecking device.
	January 21, 1966	
1,002,647	Gevaert Photo-Producten NV	Silver halide development processes.
	January 24, 1966	
909,680	Paillard S. A.	Devices for reading sound-tracks on cinematographic films.
910,303	Paillard S. A.	Devices for reading sound-tracks on cinematographic films.
915,221	Paillard S. A.	Variable focal objectives.
916,449	Paillard S. A.	Cinematographic projector.
918,387	Paillard S. A.	Devices for taking cinematographic pictures.
948,055	Ling-Temco-Vought Inc.	Multiconductor cables.
951,704	Landis-Gendron SA	Dynamic system for rotating structures.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	118	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1965		132*				108									
1964															
2nd quarter	124	128	143	137	122	105	151	121	155	184	153	+172	+126	+13	+12
3rd quarter	125	128	146	140	123	106	156	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	158	128	170	186	155	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	161	189	162	+ 57	+ 49	—10	+11
2nd quarter	126	131	151	145	123	107	158	127	165	182	162	+ 95	+ 83	— 5	+ 6
3rd quarter	127	131	153	147	124	108	158	131	152	189	164	+127	+ 71	+21	+19
4th quarter		132*				109									
1965															
July	..	131	..	..	..	} 108	..	..	..	..	..	..	..	..	..
August	..	132	..	..	..		..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..
November		131*				110									
December		132*				109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices							series shown in thousands						
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965	166*	121*	131·8	+4·9	110·6*	129·4*	157·9	309	265	+44	..	150	145	
1964														
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	163*	117*	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter	166*	121*	133·5	+4·6	111·4*	130·2*	161·9	305	255	—29	—34	153	151	
1965														
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163*	117*	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	166*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	166*	124*	133·5	+4·5	111·2*	130·3*	162·0	301	253	—12	—16	156	153	
December	166*	121*	134·1	+4·5	111·9*	130·4*	162·6	304	246	— 7	—11	153	155	
1966														
January					112·6*	130·7*	164·9	285	245	— 1	— 1	157*	146*	

† Not seasonally adjusted. * Provisional.

Index of industrial production for December

THE PROVISIONAL index of production for December 1965, prepared by the Central Statistical Office, is 133 (seasonally adjusted). It is provisionally estimated that production in the fourth quarter showed a rise of nearly 1 per cent over the third quarter. Manufacturing industries showed the same increase. This was mainly due to increased output in the engineering and vehicles industries. The provisional figures for the year 1965 showed that production was 2½ per cent higher than in 1964. For manufacturing industries alone the increase was 3 per cent with nearly all industries showing increased ouput.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	114	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965 (prov.)	131·6	92	133·4	121	114	133			160	132	143	74	129	123
Unadjusted:														
1964 3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	135	98	136	117	111	126	161	140	164	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	159	147	161	134	142	74	139	127
3rd quarter	123	81	125	119	113	132	152	137	155	121	134	72	112	109
4th quarter (prov.)	136	96	138	126	119	137			159	138	153	75	131	124
1965 Oct. (prov.)	137	96	141	129	122	139	160	140	163	138	151	74	134	130
Nov. (prov.)	139	98	141	131	124	143	158	142	160	139	152	75	133	132
Dec. (prov.)	132	94	131	117	111	128			153	137	156	75	126	111
Seasonally adjusted:														
1964 3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	91	133	119	113	129	157	146	159	132	141	75	131	125
3rd quarter	131	92	133	121	116	132	159	139	162	130	142	74	127	119
4th quarter (prov.)	132	90	134	123	116	134			159	134	146	74	133	121
1965 July	131	92	133	123	117	134	160	148	161	130	140	74	132	117
Aug.	132	93	134	121	116	130	162	132	166	132	147	74	120	120
Sept.	131	90	132	120	114	131	155	137	158	130	140	73	129	120
Oct. (prov.)	132	90	134	123	116	136	156	140	159	134	146	74	133	123
Nov. (prov.)	132	90	133	124	118	135	154	140	156	133	144	74	131	123
Dec. (prov.)	133	90	135	121	115	131			162	136	150	74	135	118
July-Sept. (av.)	131	92	133	121	116	132	160*	140*	162	130	142	74	127	119
Oct.-Dec. (av.) (prov.)	132	90	134	123	116	134	155*	139*	159	134	146	74	133	121

	Manufacturing industries (continued)														Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries			
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass						
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22		126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120		111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116		120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118		121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126		121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137		135	137
1965 (prov.)		134		121	118	103	129	151	158	139	127	142				145
Unadjusted:																
1964 3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130		136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143		137	154
1965 1st quarter	141	142	141	123	121	109	130	151	157	142	127	146	139		137	171
2nd quarter	139	140	138	119	116	104	126	153	163	137	131	143	143		138	127
3rd quarter	122	122	122	115	111	93	127	145	155	129	126	130	137		138	117
4th quarter (prov.)		134		126	124	107	135	152	155	147	128	148				164
1965 Oct. (prov.)	139	140	135	136	130	111	154	159	163	152	132	155				140
Nov. (prov.)	139	142	131	129	127	110	135	157	160	153	130	154				175
Dec. (prov.)		119		114	114	101	115	140	142	136	122	135				177
Seasonally adjusted:																
1964 3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138		136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140		137	141
1965 1st quarter	136	136	137	119	118	103	124	152	158	142	136	140	137		139	146
2nd quarter	135	135	136	120	118	103	127	150	159	135	129	141	141		137	139
3rd quarter	133	134	130	122	120	102	130	150	159	136	125	142	144		137	141
4th quarter (prov.)		131		122	117	104	136	150	155	142	122	144				151
1965 July	133	134	131	122	120	98	128	147	158	130	122	143	146			138
Aug.	135	137	129	124	120	104	134	151	160	138	118	142	147			139
Sept.	131	131	131	121	118	105	129	151	157	141	134	142	139			147
Oct. (prov.)	132	133	128	123	118	105	137	151	157	141	118	144				143
Nov. (prov.)	131	133	122	119	114	103	131	150	156	141	116	143				159
Dec. (prov.)		126		125	119	104	139	149	152	143	133	144				150
July-Sept. (av.)	134*	134	132*	122	120	102	131	150	158	136	125	142				141
Oct.-Dec. (av.) (prov.)	131*	131	127*	122	117	104	136	150	155	142	122	144				151

*Latest available three months (September-November) and previous three months (June-August).

United Kingdom trade in January

***A shorter version of this article appeared in last week's issue of the* Board of Trade Journal**

Summary
THE RUN OF figures over the last few months suggests that expansion in exports has continued. Imports in the latest months have risen moderately from the average level reached last summer and autumn. The average trade deficit in the three months to January, at £18 million a month, showed a moderate reduction on the average rate last year, and was well under half the rate in 1964.

TABLE 1 (A)
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22*
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—13*
1965 August	391	501	15	—48
September	388	476	14	—25
October	394	484	15	—22*
November	413	498	14	—18*
December	421†	490†	17	+ 2*
1966 January*	395	501	16	—39*
1965 August-October	391	487	15	—32*
November 1965–January 1966*	410	497	16	—18*

* Provisional estimates † Revised figures

TABLE 1 (B)
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3†	493·1†	15·9
1966 January*	376·8	519·0	14·8

* Provisional estimates † Revised figures

Trade balance

The trade deficit in January was £39 million, seasonally adjusted. The average for the last three months was £18 million a month, compared with £22 million a month during 1965 and £45 million a month in 1964.

Exports

Exports in January were £395 million, seasonally adjusted. The monthly figures are erratic, and this low total for January follows the high figures for November and December. The monthly rate in the three months November-January, at £410 million, was nearly 5 per cent higher than the average for the three preceding, and rather low, months August-October, and over 7 per cent higher than the rate in the first half of last year.

In the three months November-January the main expansion in exports continued to be the North American market, with an increase of 15 per cent over the preceding period. Exports to both

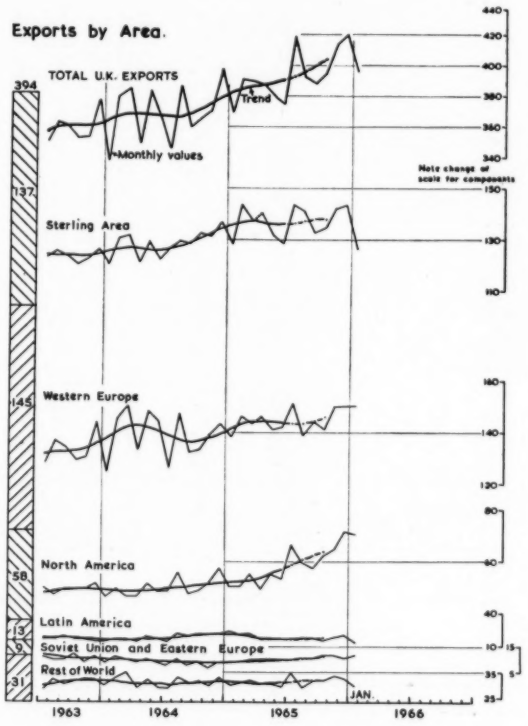


Table 2—United Kingdom Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

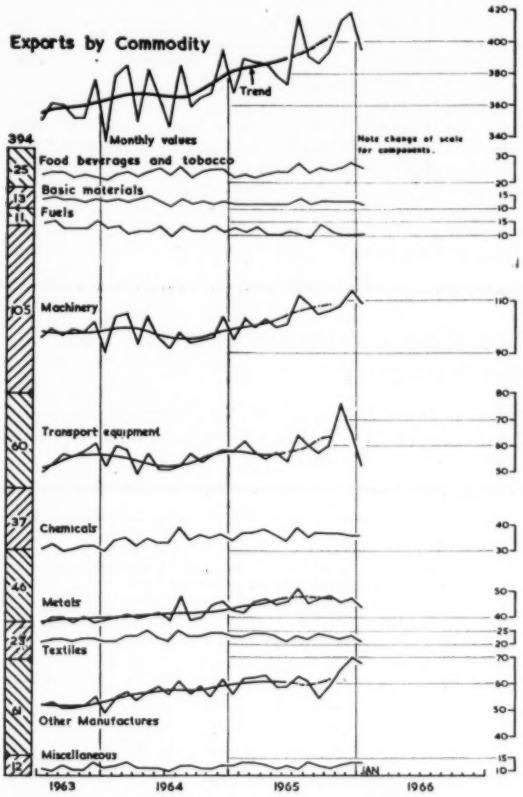
	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
1st quarter	136	143	74	56	52	15	8	31	383
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter	140	148	78	56	66	13	10	33	410
November	142	151	79	57	64	13	11	33	413
December	143	151	82	56	72	14	10	32	421
1966 January*	126	150	79	55	70	11	11	29	395
1965 Aug.-Oct.	136	142	73	54	59	13	10	31	391
1965-6 Nov.-Jan.*	137	151	80	56	69	13	10	31	410

* Provisional estimates

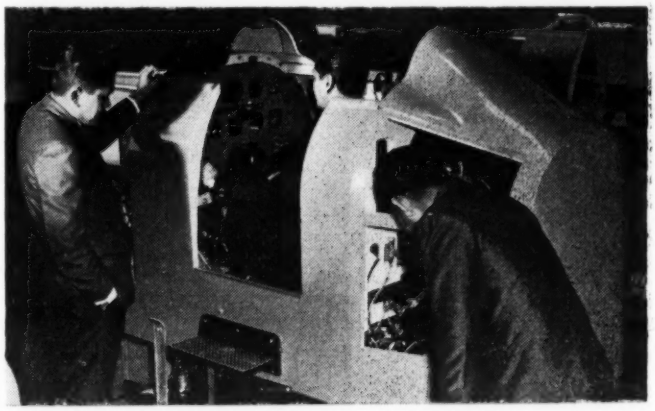
the United States and Canada showed increases. In addition, exports to Western Europe showed signs of renewed growth in recent months. Exports to EEC countries were nearly 9 per cent higher; part of this arose from erratically low figures in the preceding three months, but the underlying trend now seems to be moving upwards again, with a recovery in exports to Italy and France, though there has been a check in growth to Germany. Exports to EFTA countries were 3 per cent higher, and to the rest of Western Europe 5 per cent up. There was a small increase, of 1 per cent, in exports to the overseas sterling area, with higher shipments to South Africa and falls to other markets.

Machinery exports have shown some further advance in recent months, following their sharp growth in the third quarter of last year. Exports of metals have fallen back from the high level reached in the third quarter. Although very variable from month to month, exports of transport equipment on average were at a high rate in the period November-January; this was mainly because

(*Continued on next page*)



A total consignment of 12 24-ton Aveling Barford dumper trucks are being shipped in vessels of the Prince Westcott Joint Service from London to Beirut, where they will be driven overland for 400 miles to Baghdad. The dumpers will be used on the new flood control system at Kirkuk. The shipment was handled by Davidson, Park & Speed Ltd. on behalf of Aveling Barford Ltd.



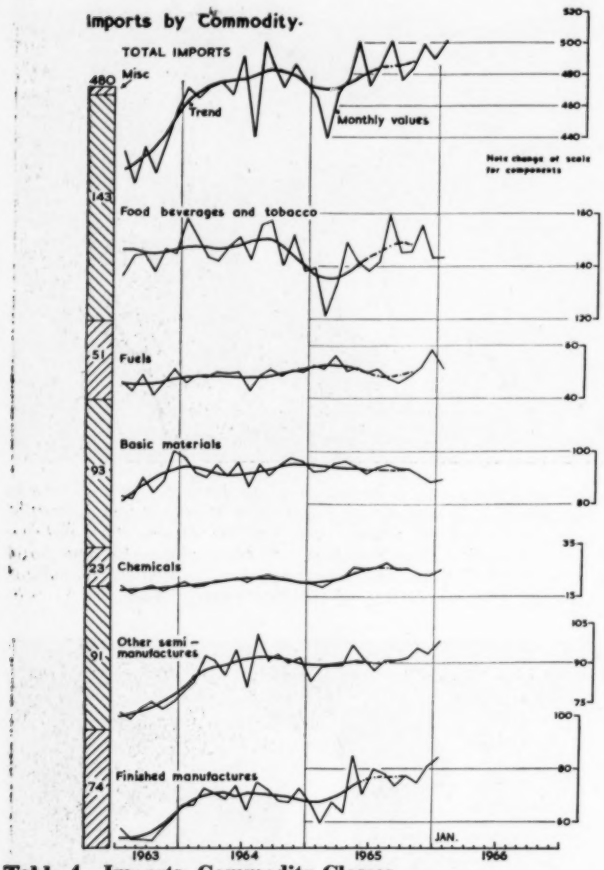
Philippine Air Lines Inc. of Manila has placed an order valued at £115,000 with General Precision Systems Ltd., of Aylesbury for a Fokker Friendship electronic flight simulator and a BAC One-Eleven instrument flight trainer. Here Philippine Air Lines personnel are seen at the Aylesbury factory of GPS examining the instrument flight trainer which will be delivered to Manila early in 1966.

Table 3—United Kingdom Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Food, beverages and tobacco	Basic materials	Fuels	Manufacturers									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
November	26	13	11	351	182	108	48	28	37	46	22	65	12	413
December	28	13	11	356	181	115	52	14	36	47	23	70	13	421
1966 January*	26	12	10	333	165	109	43	11	36	44	21	68	13	395
1965 Aug.-Oct.	25	13	11	331	166	107	46	13	37	47	23	58	12	391
1965-6 Nov.-Jan.*	27	13	10	347	176	111	48	18	36	46	22	68	13	410

*Provisional estimates



of ships and aircraft, but exports of road motor vehicles were also rather higher than in the preceding period. The figures for 'other manufactured goods' over the past few months have been affected by erratic variation in exports of precious stones, where low figures in the period August-October have been followed by high figures.

Imports

Imports in January were £501 million, seasonally adjusted. In the three months November-January they averaged £497 million a month, 2 per cent more than in August-October and 2½ per cent higher than in the second quarter last year.

Part of the rise in imports in recent months is attributable to a resumed increase in finished manufactures, which previously had been little changed for some months. The rise was mainly in machinery, but there were also smaller increases in some consumer goods. Imports of semi-manufactures (other than chemicals) increased further, partly reflecting higher prices of imported copper. Fuel imports were substantially higher, and there was also some increase in imports of tobacco. Against this, imports of food, which had risen strongly in the summer and autumn, have fallen back and imports of chemicals, which had increased sharply in the middle of last year, have declined. In addition, there has been a significant fall in imports of basic materials in recent months, partly due to reduced arrivals of timber.

The area pattern of imports largely reflects the resumed growth in manufactured goods. Imports from North America were higher, with Canada and the United States both contributing, and imports from Western Europe also increased, mainly reflecting increased arrivals from EFTA countries. There were smaller increases from Latin America and the overseas sterling area, whilst imports from the Soviet Union and Eastern Europe and from the rest of the world were a little lower.

New telephone number for Yorkshire and Humberside region

WITH EFFECT from February 28, the telephone number of the Board of Trade Regional Office at Leeds, (Yorkshire and Humberside Region) will be Leeds 38232, STD code OLE 2.

Table 4—Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
November	156	52	210	91	23	95	75	6	498
December	143	58	205	88	23	94	81	7	490
1966 January*	143	51	212	89	25	98	84	9	501
1965 August-October	150	47	211	94	26	91	76	6	487
1965-6 November-January*	147	54	209	89	24	96	80	7	497

* Provisional estimates.

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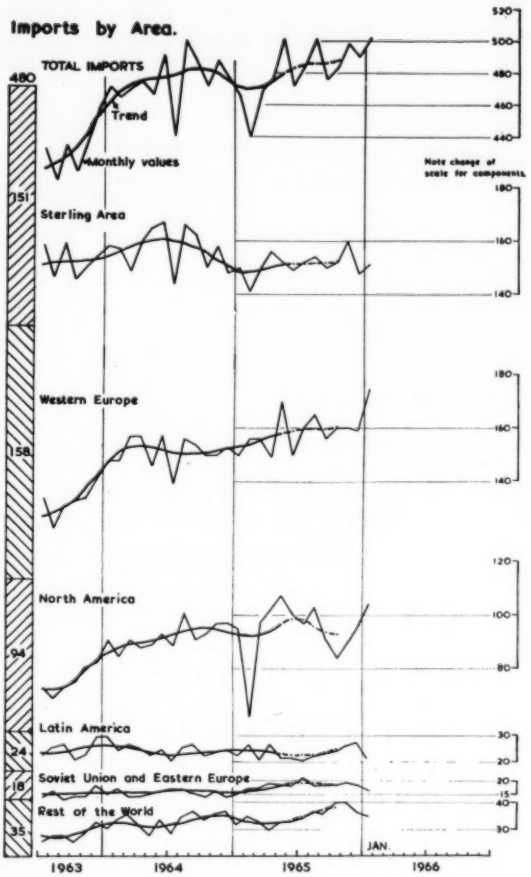

Table 5—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
November	160	160	89	26	19	40	498
December	148	160	97	27	18	36	490
1966 January*	151	174	104	21	16	35	501
1965 Aug.-Oct.	152	160	93	23	18	38	487
1965-6 Nov.-Jan.*	153	165	97	25	18	37	497

* Provisional estimates

(*Continued on next page*)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

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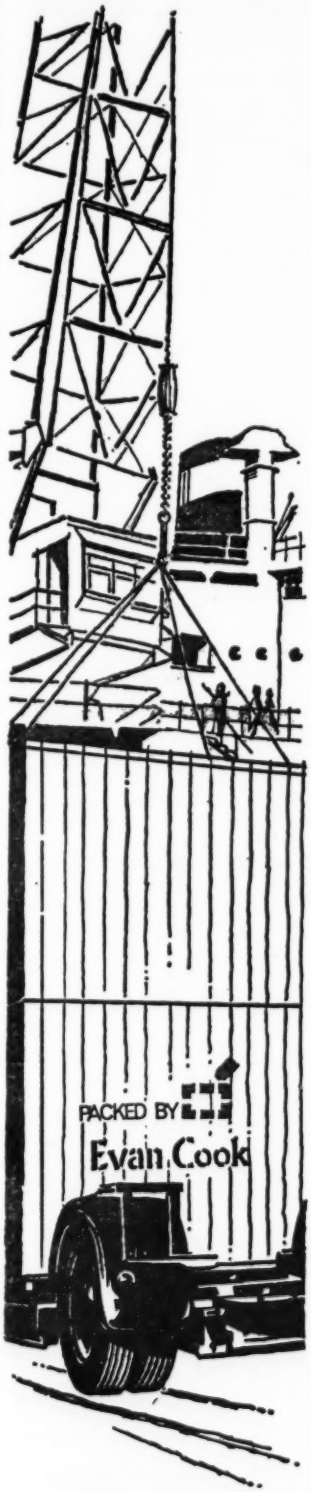

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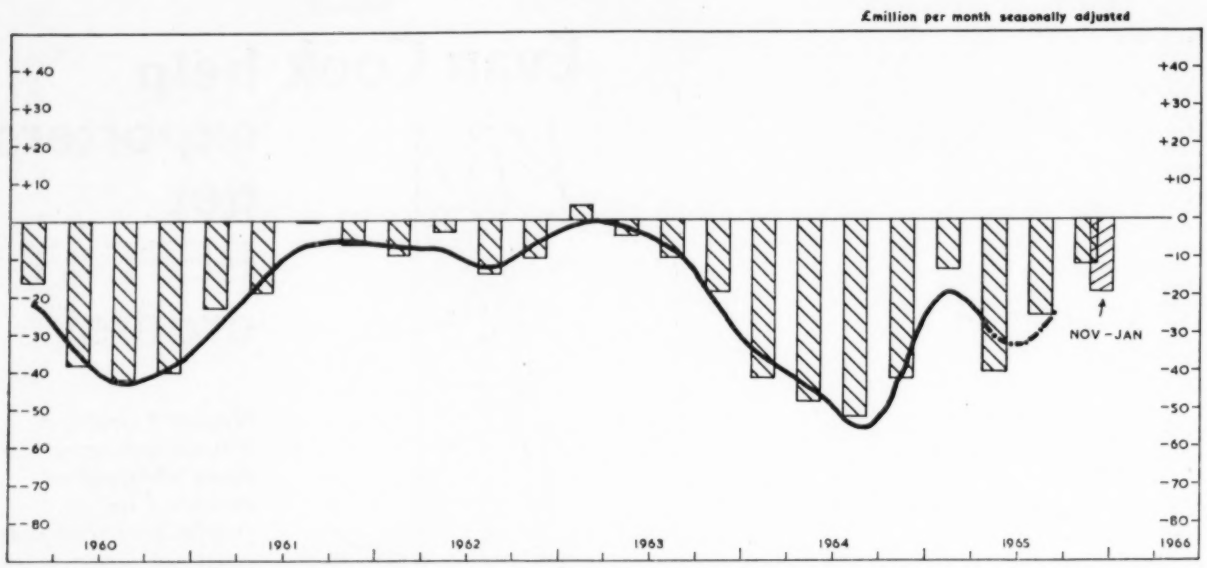
UNITED KINGDOM TRADE, *continued*

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on March 1*, and further analysis of the figures will be found in the form of tables in the monthly report on Overseas Trade for March† due to be published on or about March 28.

(b) **Trade balance.** The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the trade accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, January 1966. HM Stationery Office, Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 4s., by post 4s. 5d. Annual Subscription £2 13s. 0d.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, February 18, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
This is Bulgaria	Br/E 31098	24	February 14	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
Pathe Pictorial Series 573/585:					
Pathe Pictorial No. 582	Br/E 31099	8	February 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 583	Br/E 31100	8	February 15	" "	" "
Rasputin – The Mad Monk	Br/E 31101	91	February 15	" "	Hammer Film Productions Ltd.
The Reptile	Br/E 31107	90	February 17	" "	" "
Dateline Diamonds	Br/E 31108	69	February 17	Rank Film Distributors Ltd.	Viscount Films Ltd.
Pathe News 66-13	Br/E 30929	7	February 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-14	Br/E 30930	8	February 18	" "	" "
Movietone News 1914	Br/E 30843	7	February 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1914A	Br/E 30844	7	February 18	" "	" "
			FOREIGN		
Our Man Flint	F 31095	108	February 14	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
Seven Slaves Against Rome	F 31096	96	February 14	Ranworth Film Services Ltd.	Leone Film Productions, Rome
The Dummy of Death	F 31097	77	February 14	Miracle Films Ltd.	UFA International, Munich, International Germania Film, Bonn, Procusa, Madrid and Domiziana Internazionale Cinematografica, Rome
The Potters Wheel Heel	F 31102	6	February 16	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Toothless Beaver	F 31103	6	February 16	" "	" "
Doll Festival	F 31104	6	February 16	" "	" "
Judith	F 31105	109	February 17	Paramount Film Service Ltd.	Cumulus Productions Ltd.
My Home is Copacabana	F 31106	89	February 17	Gala Film Distributors Ltd.	Aktiebolaget Svensk Filmindustri, Sweden
Juliet of the Spirits	F 31109	145	February 18	Miracle Films Ltd.	Rizzoli Film, Rome, Francoriz SA., Paris, and Omnia Francoriz, Munich

AMENDMENTS TO THE REGISTER:

The title of the film 'Monsieur Hulot's Holiday' (F 18559) registered on December 19, 1953, has been amended to 'Mr. Hulot's Holiday' and the playing time amended to 86 minutes.
The playing time of the film 'Apache Uprising' (F 31019) registered on January 14, 1966, has been amended to 79 minutes.

OVERSEAS STERLING AREA TRADE SUMMARY

Overseas sterling area trade in the third quarter of 1965

Summary

EXPORTS FROM THE overseas sterling area in the third quarter of 1965 increased more rapidly than in the previous two quarters, although the rate of increase – 6 per cent compared with a year earlier – was less than the 10 per cent achieved in 1964 as a whole. Nearly one-half of this increase in the third quarter resulted from higher export earnings of three commodities – raw cocoa, copper and wheat. Imports into the overseas sterling area, on the other hand, increased less rapidly in the third quarter of last year than in the previous two quarters, although the rise of 10 per cent, compared with a year earlier, remained strong. A considerable part of this slower growth resulted from a halving of imports into Ceylon.

Table A—Overseas sterling area trade

(SEASONALLY ADJUSTED VALUES) £ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1962								
1st quarter	306	198	623	1,127	338	211	807	1,348
2nd quarter	316	198	617	1,131	344	216	790	1,355
3rd quarter	317	200	623	1,138	364	214	874	1,452
4th quarter	302	199	657	1,160	366	216	854	1,437
1963								
1st quarter	316	206	667	1,190	362	222	866	1,445
2nd quarter	333	209	712	1,256	370	221	936	1,530
3rd quarter	342	219	772	1,331	376	231	936	1,544
4th quarter	357	233	757	1,348	376	243	947	1,567
1964								
1st quarter	365	234	790	1,390	387	251	981	1,614
2nd quarter	373	249	791	1,414	393	256	990	1,643
3rd quarter	372	259	778	1,407	396	271	1,063	1,732
4th quarter	370	252	804	1,426	410	262	1,114	1,786
1965								
1st quarter	377	256	814	1,448	444	276	1,141	1,855
2nd quarter	368	251	824	1,444	428	267	1,184	1,885
3rd quarter	377	253	862	1,489	439	255	1,195	1,891

Exports

The total value of exports from the overseas sterling area countries (excluding exports from the Middle East oil states) in the third quarter of 1965 was £1,464 million. This is 6 per cent (£88 million) higher than in the corresponding period of 1964, and is a faster rate of increase than was achieved in either the first or second quarter of the year. Nearly all of this increase was achieved in the markets of the non-sterling area, for exports to the United Kingdom were only a little above the level of a year earlier while trade among overseas sterling area countries fell slightly. Substantial increases compared with a year earlier were recorded in exports to the European Economic Community (a rise of £23 million, 11 per cent), North America (£17 million, 9 per cent) and Soviet Eastern Europe (£19 million, 36 per cent). In addition, increases in excess of 30 per cent were achieved in exports to both EFTA and China; these are, however, only relatively small markets and the value of the increases was £9 million and £8 million respectively.

Almost one-half of the increase in exports in the third quarter of last year compared with a year earlier resulted from higher export earnings from three commodities – raw cocoa, copper and wheat. The largest increase was in cocoa earnings £16 million, 65 per cent), which were at a depressed level in the third quarter of 1964, and resulted from a very large rise in quantity exported which far outweighed the fall in cocoa prices. Exports of copper and wheat both increased by £12 million (29 per cent and 50 per cent respectively), the former gaining from both higher prices and quantity exported, while a higher quantity of wheat exported more than offset a weakening in price. Export earnings from a number of other commodities also increased in the third quarter of 1965 (Table 3) with tin and jute goods each earning £7 million more than a year earlier. Export earnings of a number of commodities, fell below the level of the third quarter of 1964. The largest falls were recorded in exports of coffee and tea, with both lower prices and quantities exported.

Table B—Overseas sterling countries' trade by direction

(PERCENTAGE CHANGE BETWEEN 3rd QUARTER 1964 and 3rd QUARTER 1965)

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+2	—2	+9	+11	+13	+12	+ 6
Imports	+14	—6	+14	+16	+10	+13	+10

Most of the overseas sterling area countries increased the value of their exports in the third quarter of 1965 compared with a year earlier. Notable exceptions were Uganda, New Zealand, India and Pakistan. Nigerian exports increased substantially (£20 million, 37 per cent), reflecting a considerable rise in oil earnings. Malaya's exports rose by nearly £12 million (19 per cent) while Australia's earnings increased by £11 million (5 per cent), largely as a result of higher wheat earnings, especially to China and the USSR. Hong Kong, too, recorded a substantial increase in export earnings (£10 million, 11 per cent) with exports to the United States expanding rapidly.

Imports

Imports into the overseas sterling area were, in the third quarter of 1965, at £1,895 million, £171 million (10 per cent) higher than in the corresponding period of 1964. This is a slower rate of increase than achieved in the first half of the year and may mark the beginning of a less expansionary phase in overseas sterling area imports from that which began in early 1963.

Of the increase of £171 million in imports, £166 million (a rise of 14 per cent) came from industrial countries, of which the United Kingdom supplied an additional £53 million (compared with the third quarter of 1964), the United States £42 million and the European Economic Community £38 million. Although the rise of 14 per cent in imports from industrial countries was much the same rate as achieved in the first two quarters of 1965, there is some suggestion in the latest statistics that imports from Japan may be tending to expand more slowly, while there has been a significant

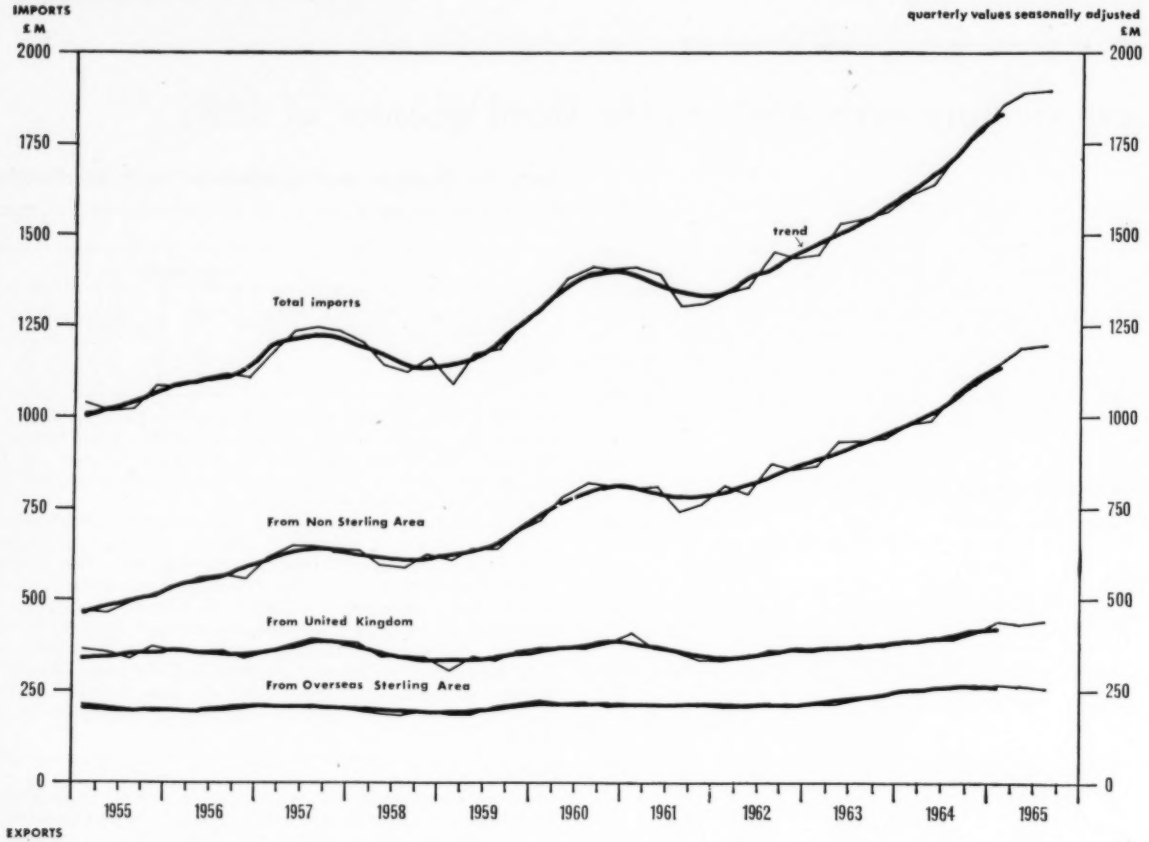
Table C

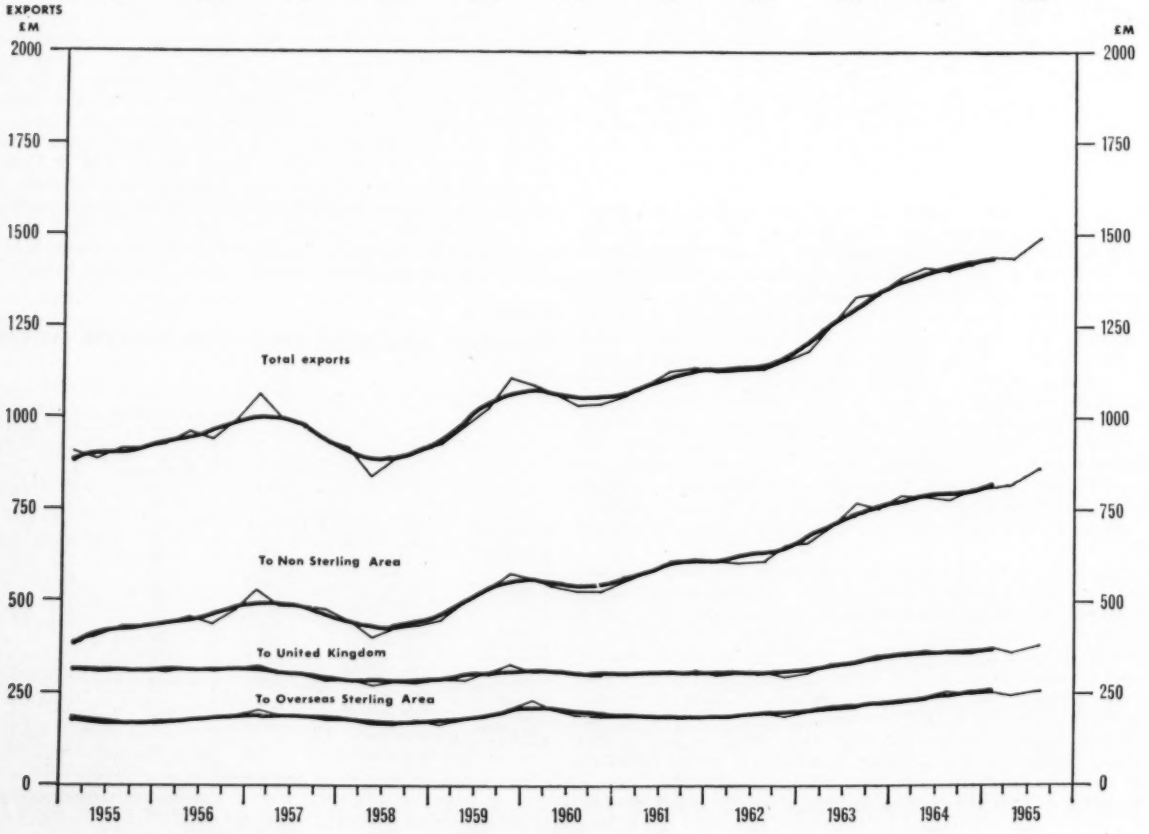
Exports of some major commodities from the overseas sterling area

	Unit of quantity	Exports in third quarter of 1965			
		Quantity		Value	
		Unit	% change on a year earlier	£ million	% change on a year earlier
Raw wool	lbs. million	442·4	+21	86	+ 2
Raw cotton	lbs. million	131·1	—27	13	—18
Raw jute	tons '000	100·6	—26	9	—12
Wheat	tons '000	1,756·8	+63	36	+50
Raw sugar	tons '000	1,438·2	+15	53	+ 7
Lead	tons '000	105·8	—22	11	+26
Tin	tons '000	23·0	+15	32	+29
Copper	tons '000	210·7	+13	54	+29
Raw cocoa	tons '000	250·4	+84	40	+65
Raw coffee	lbs. million	139·5	—22	15	—33
Tea	lbs. million	290·8	— 3	56	— 7
Natural rubber	tons '000	327·3	— 4	60	— 1
Cotton piece-goods	yds. million	265·0	— 5	18	— 9
Jute goods	tons '000	333·0	— 6	46	+17
Meat and meat preparations	cwts. million	5·4	—10	65	— 5

(*Text continued on page* 445)

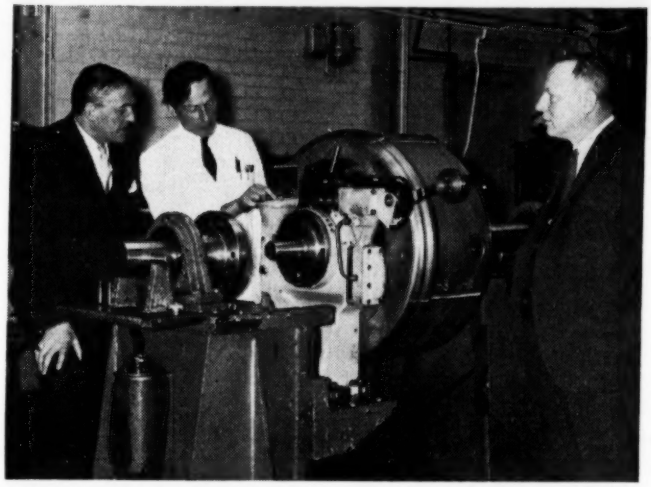
Trade of the Overseas Sterling Area





slowing down in imports from Germany; in the third quarter of 1965 these increased by only 13 per cent following increases of 24 per cent and 30 per cent in the second and first quarters of last year.

India and Australia accounted for more than one half of the total increase in imports into the overseas sterling area. Indian imports rose by £58 million (28 per cent), most of which came from the United States, and imports into Australia increased by £37 million (13 per cent). South African imports, too, increased strongly (£30 million, 15 per cent) and nearly all the other major countries increased their imports above the level of the third quarter of 1964. The only country which experienced any significant reduction in imports was Ceylon where imports fell by £27 million (50 per cent).



Mr. H. F. E. Smith (left), Industrial and Trade Counsellor for British Columbia, present at the test of one of 35 200 h.p. Fluidrive fluid couplings for Pacific Bulk Terminals at Port Moody, British Columbia, at the works of Fluidrive Engineering Co. Ltd, Isleworth. Also in the photograph are Mr. M. L. Mizen, chief test engineer (centre); and Mr. F. S. Drake, assistant works manager.

Table D – Overseas sterling countries' imports from industrial countries (i)

3rd QUARTER 1964 COMPARED WITH 3rd QUARTER 1965

Imports from / Imports into		United Kingdom	Germany	EEC including Germany	EFTA	North America	Japan	Total Industrial Countries	Total Imports
Australia:									
(a) 3rd qtr. 1964	£m.	71	16	33	12	76	23	216	277
(b) 3rd qtr. 1965	£m.	79	17	41	13	90	33	256	315
(c) Percentage change		+11	+5	+23	+6	+19	+40	+18	+13
India:									
(a)	£m.	29	19	30	5	70	11	147	211
(b)	£m.	29	24	39	6	111	16	202	268
(c)	%	—1	+27	+29	+3	+58	+42	+37	+28
Irish Republic:									
(a)	£m.	41	6	12	3	6	1	67	81
(b)	£m.	45	5	13	3	9	1	74	88
(c)	%	+9	—8	+1	+1	+48	—12	+10	+8
New Zealand:									
(a)	£m.	32	3	6	2	14	5	60	92
(b)	£m.	39	3	7	3	18	7	75	108
(c)	%	+21	+31	+17	+23	+33	+33	+24	+17
Pakistan:									
(a)	£m.	12	12	16	2	46	7	83	96
(b)	£m.	12	12	20	3	39	8	82	95
(c)	%	—1	+7	+27	+41	—15	+12	—1	—1
Overseas Sterling Area:									
(a)	£m.	381	115	241	59	351	132	1,172	1,725
(b)	£m.	434	130	279	63	400	153	1,339	1,895
(c)	%	+14	+13	+16	+7	+14	+16	+14	+10

(i) Includes United Kingdom, Continental OECD, United States, Canada and Japan.

Statistical notes

Definitions of the statistics used in the tables were given in 'Statistical Notes' contained in the overseas sterling area trade summary published in the *Board of Trade Journal* on May 21, 1965 (page 1136).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Table 1 – Direction of trade of the overseas sterling area

Quarters or quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (a)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS:									
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	254	187	46	344	831	1,398
1963	371	229	601	298	201	51	371	921	1,522
1964	395	261	657	351	228	57	404	1,041	1,698
1963 4th quarter	384	247	631	329	204	56	375	965	1,596
1964 1st quarter	387	242	629	338	212	54	391	995	1,624
2nd quarter	398	262	660	377	220	58	389	1,044	1,704
3rd quarter	381	277	658	351	241	59	416	1,067	1,725
4th quarter	418	265	684	402	241	57	431	1,130	1,814
1965 1st quarter	442	263	705	338	268	60	454	1,120	1,826
2nd quarter (b)	436	274	710	416	275	65	444	1,199	1,909
3rd quarter (b)	434	261	695	400	279	63	459	1,200	1,895
EXPORTS (c) (d):									
1960	314	203	517	135	161	21	229	547	1,064
1961	315	196	511	156	165	21	257	599	1,109
1962	310	199	509	176	175	21	259	630	1,139
1963	337	217	554	191	206	25	305	727	1,281
1964	370	248	618	199	239	29	327	793	1,412
1963 4th quarter	362	233	595	130	233	25	312	750	1,345
1964 1st quarter	365	231	596	188	249	28	337	801	1,397
2nd quarter	380	245	625	203	252	29	333	816	1,442
3rd quarter	361	265	626	199	208	28	315	750	1,376
4th quarter	375	251	627	204	246	30	324	803	1,430
1965 1st quarter	364	252	616	193	253	33	338	817	1,433
2nd quarter (b)	377	251	628	218	274	32	347	871	1,499
3rd quarter (b)	368	261	628	217	230	37	351	836	1,464

(a) Not including Finland. (b) Partly estimated. (c) Exports include re-exports. (d) Exports of Middle East oil are excluded throughout the tables.

(Tables continued on following pages)

Table 2—Trade of the Commonwealth and Sterling Area

Quarters or quarterly averages in £ million

	1961	1962	1963	1964	1963	1964				1965			
					4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter
IMPORTS (a):													
United Kingdom (b)	1,099	1,123	1,205	1,426	1,282	1,433	1,443	1,381	1,439	1,395	1,461	1,428	1,479
Overseas Sterling Area	1,358	1,398	1,522	1,698	1,596	1,624	1,704	1,725	1,814	1,826	1,909	1,895	
Australia	187	202	220	265	223	236	260	277	288	284	311	315	288
Ceylon	32	31	28	37	34	30	37	54	27	24	35	27	
Kenya, Tanzania (c), Uganda	35	35	38	40	36	36	38	39	45	44	45	47	
Ghana	35	30	33	30	35	32	23	31	36	35	30	45 (d)	
Hong Kong	93	104	116	134	126	127	138	130	139	140	141	131	151(m)
India	202	212	221	241	208	246	256	211	252	280	258	268	
Irish Republic	65	68	77	87	87	88	91	81	88	93	99	88	
Jamaica	19	20	20	25	22	25	25	24	26	24	29	24(d)	
Malaya	39	44	44	47	44	45	47	47	48	50	50	49	
Mediterranean Territories (e)	20	21	23	22	25	22	21	20	24	22	23	23	
New Zealand	81	68	82	87	86	83	82	92	89	83	91	108	98
Nigeria	56	51	52	63	61	60	56	67	70	71	65	67	75(m)
Pakistan	57	66	79	89	95	81	79	96	101	100	107	95	
Malawi				4		3	4	4	4	3	4	4(d)	
Rhodesia	(f) 39	36	34	27	33	25	29	29	27	27	32	33	
Zambia				20		15	20	21	23	23	27	29(g)	
Singapore	94	96	103	78	94	80	79	76	78	89	83	85	
South Africa (h) (i)	126	128	150	191	161	178	187	197	201	216	239	227	192
Trinidad and Tobago	30	32	34	38	37	34	40	35	41	39	46	35(d)	
Other	148	154	169	193	186	177	193	194	209	178	197	195	
STERLING AREA	2,456	2,521	2,727	3,124	2,877	3,057	3,146	3,106	3,253	3,221	3,370	3,324	
STERLING COMMONWEALTH (j)	2,216	2,267	2,434	2,772	2,557	2,727	2,792	2,754	2,882	2,842	2,949	2,932	
CANADA	508	521	543	622	595	548	678	605	656	612	740	705	
COMMONWEALTH (j)	2,724	2,788	2,977	3,393	3,152	3,275	3,470	3,359	3,538	3,454	3,689	3,637	
EXPORTS (a):													
United Kingdom (k)	960	987	1,058	1,141	1,116	1,153	1,172	1,052	1,189	1,163	1,247	1,184	1,303
Overseas Sterling Area	1,109	1,139	1,281	1,412	1,345	1,397	1,442	1,376	1,430	1,433	1,499	1,464	
Australia	208	210	247	271	289	281	282	245	276	263	269	256	268
Ceylon	32	33	32	35	30	31	36	41	31	33	37	42	
Kenya, Tanzania (c), Uganda	34	35	43	48	45	52	44	49	47	48	43	41	
Ghana	26	26	24	26	19	35	30	23	16	29	35	28(d)	
Hong Kong	61	69	78	90	83	85	89	90	97	99	97	100	113(m)
India	124	126	145	155	164	149	147	157	166	153	139	150	
Irish Republic	45	44	49	56	52	56	53	57	56	50	48	64	
Jamaica	15	16	18	19	18	18	25	18	16	19	23	20(d)	
Malaya	55	55	57	58	51	53	54	62	62	57	61	74 (g)	
Mediterranean Territories (e)	6	7	7	7	6	7	9	5	7	7	10	9	
New Zealand	71	72	82	96	72	113	116	71	85	108	103	65	85
Nigeria	43	42	47	53	49	54	54	54	52	62	73	74	53(m)
Pakistan	36	35	37	37	40	35	27 (l)	40	48	49	45	36	
Malawi				3		3	3	4	3	4	3	4 (d)	
Rhodesia	(f) 52	52	56	34	57	22	36	43	37	27	42	48	
Zambia				32		43	42	40	43	42	47	49(g)	
Singapore	66	67	67	50	51	47	48	51	52	54	55	57(g)	
South Africa (h)	107	107	114	119	124	119	128	111	118	116	127	116	134
Trinidad and Tobago	27	28	31	33	29	35	35	33	31	35	38	33(d)	
Other	101	116	147	178	166	160	181	182	190	177	206	199	
STERLING AREA	2,069	2,126	1,281	2,553	2,462	2,550	2,614	2,428	2,619	2,596	2,747	2,648	
STERLING COMMONWEALTH (j)	1,887	1,930	2,109	2,283	2,213	2,289	2,335	2,163	2,345	2,320	2,445	2,355	
CANADA	519	529	578	689	656	590	711	740	716	615	718	734	
COMMONWEALTH (j)	2,407	2,459	2,687	2,973	2,869	2,879	3,046	2,902	3,061	2,935	3,163	3,089	

(*a*) For valuation see statistical notes. (*b*) Values from January 1, 1964, include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*c*) Formerly Tanganyika and Zanzibar. (*d*) Estimated. (*e*) Cyprus, Gibraltar, Malta. (*f*) From January 1, 1964, figures of all trade are recorded separately for Malawi, Rhodesia and Zambia, including trade between the countries. (*g*) July-August at quarterly rate. (*h*) Includes South West Africa and also the Southern African territories of Basutoland, Bechuanaland and Swaziland. (*i*) Excludes military stores from 3rd quarter, 1963. (*j*) Excludes South and South West Africa; also excludes the Southern African territories (Basutoland, Bechuanaland and Swaziland) whose import and export trade in 1962 amounted to £13·9 million and £12·8 million respectively. (*k*) Values from January 1, 1964, include exports of pearls, diamonds and other precious and semi-precious stones. (*l*) April-May at quarterly rate. (*m*) October-November at quarterly rate.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO

Table 3—Principal exports of the Overseas Sterling Area

Quarters or quarterly averages in £ million

	Raw Wool (a)	Raw Cotton	Raw Jute	Wheat	Raw Sugar (b)	Lead (c)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (d)
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963	128·7	18·5	14·2	29·2	45·2	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1964 (e)	139·6	15·0	16·0	32·0	44·4	8·7	24·4	45·6	28·6	19·8	48·2	55·8
1964 1st quarter	173·3	11·6	16·0	45·0	35·4	8·5	22·1	49·2	41·9	23·8	39·3	54·8
2nd quarter	157·6	16·6	13·9	40·3	49·8	8·1	22·1	42·8	35·4	18·5	37·3	50·4
3rd quarter	84·6	16·4	10·2	24·1	49·7	8·6	24·5	41·9	24·2	22·5	59·9	60·8
4th quarter (e)	142·7	15·5	23·8	18·6	42·6	9·5	28·8	48·6	12·9	14·5	56·1	57·4
1965 1st quarter (e)	135·4	21·7	17·8	32·1	22·2	9·3	26·5	46·8	31·5	15·7	43·8	61·4
2nd quarter (e)	123·7	19·3	14·7	43·9	34·2	11·0	28·1	50·8	47·6	17·3	36·7	54·1
3rd quarter (e)	86·4	13·5	8·9	36·2	53·2	10·8	31·7	54·2	40·0	15·1	55·9	60·5

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (f)	Dairy Products (g)	Hides and Skins (h)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetables Oils	Oilseeds and Nuts
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	14·2	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	15·6	18·8	11·7	22·7
1963	17·0	35·6	55·5	30·8	23·7	18·3	13·4	29·1	18·1	18·2	13·5	25·4
1964 (e)	19·5	38·3	62·4	35·8	24·8	19·7	13·0	34·3	18·1	17·0	15·1	23·3
1964 1st quarter	17·9	33·2	56·5	38·3	26·3	18·9	11·2	27·5	6·2	18·2	16·0	24·8
2nd quarter	19·8	39·4	66·7	26·4	26·6	19·6	14·9	48·8	23·7	25·4	13·7	21·7
3rd quarter	19·7	39·0	67·9	26·3	23·2	20·0	14·7	32·0	26·8	14·3	15·4	24·3
4th quarter (e)	20·7	41·5	58·3	52·4	23·2	20·3	11·2	29·1	15·9	10·2	15·3	22·5
1965 1st quarter (e)	21·6	41·5	69·3	40·9	24·0	19·5	13·8	32·5	8·8	18·9	13·6	24·4
2nd quarter (e)	21·8	37·5	68·0	30·1	24·6	20·1	13·9	47·7	25·3	26·9	14·4	22·1
3rd quarter (e)	17·9	45·8	64·8	24·6	24·3	20·4	14·8	32·8	26·2	14·3	14·9	22·5

(a) Including linters. (b) Excluding Sugar Preference Certificates. (c) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (d) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Sterling Area include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £3·0 million (quarterly average) in 1964. (e) Partly estimated. (f) Exports of meat from South Africa are excluded. (g) Milk, cream, butter, cheese and eggs. (h) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

Car and commercial vehicle production in January

DURING THE four week statistical period of January 1966 the recorded weekly average rates of production were 30,610 cars and 8,374 commercial vehicles. Output of both cars and commercial vehicles was affected by industrial disputes and gas shortages.

After allowing for seasonal factors, output of cars fell back in January to a level considerably below that of 1965, particularly the fairly high fourth quarter. However, during the three months ending January, seasonally adjusted production was somewhat higher than in the preceding three months.

Output of commercial vehicles, on a seasonally adjusted basis, also fell away in January but the seasonally adjusted figures show that production during the three months ending January maintained the level of the previous three months.

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

TABLE 1 – Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1964 4th quarter	13	454,975	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1964 November	4	148,184	37,046	37,254	9,314	1,779	445
December	5	164,269	32,854	42,157	8,431	1,897	379
1965 January	4	143,229	35,807	36,343	9,086	1,681	420
1965 November	4	133,730	33,433	33,761	8,440	1,434	359
December	5	160,937	32,187	39,440	7,888	2,019	404
1966 January	4	122,439	30,610	31,800	7,950	1,696	424

TABLE 2 – Production seasonally adjusted

The seasonally adjusted production series has been adjusted to exclude the effect of regularly recurring influences (e.g. holidays) but the figures still reflect the effects of factors that do not recur regularly (e.g. strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·0	38·9
2nd quarter	145·9	40·6
3rd quarter	133·1	35·0
4th quarter	152·0	37·2
1965 January	152·3	39·9
February	144·1	39·5
March	132·6	37·4
April	140·4	41·3
May	145·5	41·8
June	151·8	38·7
July	138·8	35·4
August	126·7	33·7
September	133·7	36·6
October	154·0	38·1
November	143·9	35·8
December	158·2	37·7
1966 January	130·3	35·1
Average of:		
August to October 1965	138·1	36·0
November 1965 to January 1966	144·1	36·2
Percentage change	+4	+1

Orders, deliveries, production and exports in the engineering industries in December

IT IS PROVISIONALLY estimated that production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) in the three months October to December was 3 per cent higher than in the previous three months. After falling back in the second quarter, production started to rise again in the third quarter and for the year taken as a whole was 4½ per cent higher than in 1964.

In the wider sector which includes some vehicles in addition to engineering and electrical goods, the preliminary estimates for December indicate that net new orders for both home and export markets recovered in the fourth quarter when they were about a seventh higher than in the previous two quarters. It is provisionally estimated that for the whole of 1965 net new home orders were 5 per cent lower and net new export orders 4 per cent lower than in 1964. Deliveries were on a rising trend towards the end of the year. For the whole year home deliveries were 5 per cent higher and export deliveries 6 per cent higher than in 1964. On the basis of the preliminary December estimates it is thought that export orders on hand continued to fall in the fourth quarter but that home order books lengthened.

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1965	143*	..	..	167*	167*	165*	111
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141	140	143	167	166	169	115
3rd quarter	142*	143*	142*	164*	165*	165*	107
4th quarter	146*	..	..	167*	167*	165*	115
1965 January	149	149	151	166	167	166	
February	143	143	144	167	166	169	
March	140	138	145	170	170	169	
April	138	138	138	167	167	168	
May	146	145	149	166	166	167	
June	138	137	141	167	166	169	
July	140*	141*	138*	167*	167*	167*	
August	147*	147*	148*	167*	168*	165*	
September	140*	140*	139*	164*	165*	165*	
October	146*	..	..	166*	166*	168*	
November	144*	..	..	167*	166*	165*	
December	150	..	..	167*	167*	165*	
Average:							
Latest 3 months	146						
Previous 3 months	142						
Percentage change	+3						

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against November are the averages of the seasonally adjusted figures for October, November and December.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 2: Engineering industries (1) Seasonally adjusted

Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1965*	166	145	143	165	146	143	167	145	143
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	133
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
3rd quarter*	163	136	143	162	137	140	169	136	147
4th quarter*	166	156	147	165	157	147	167	156	149
1965 January	165	156	149	163	157	150	170	158	147
February	166	153	140	163	152	142	173	153	136
March	169	141	132	167	142	134	173	141	127
April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	141	138	163	142	136	173	135	142
July*	166	142	141	164	143	140	171	140	142
August*	166	136	148	165	137	144	169	136	158
September*	163	145	138	162	143	137	169	152	142
October*	166	147	147	164	146	147	172	145	146
November*	166	156	144	165	157	146	169	156	142
December*	166	..	150	165	..	147	167	..	158
Average:									
Latest 3 months		156	147		157	147		156	149
Previous 3 months		136	143		137	140		136	147
Percentage change		+14	+3		+14	+5		+14	+1

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

(*Continued on next page*)

ORDERS, DELIVERIES, PRODUCTION AND EXPORTS IN THE ENGINEERING INDUSTRIES, continued

Table 3: Engineering industries (1) Unadjusted

Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965*	165	145	143	162	146	143	171	145	143
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter*	165	129	133	163	128	132	169	131	135
4th quarter*	165	152	152	162	149	151	171	159	154
1964 January	136	131	125	133	138	124	142	113	130
February	137	149	138	135	150	137	142	145	143
March	140	159	139	138	164	140	143	144	137
April	144	169	134	144	175	131	145	153	142
May	147	156	133	148	162	134	146	140	131
June	148	154	146	148	152	148	148	159	140
July	150	137	121	150	133	121	152	146	121
August	153	135	115	151	127	116	157	156	111
September	154	152	141	153	155	143	158	143	136
October	156	155	139	155	155	139	160	156	140
November	161	178	146	157	164	146	169	218	145
December	161	147	147	158	151	147	168	136	147
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July*	166	129	132	165	129	131	170	128	133
August*	167	126	121	165	124	119	170	132	127
September*	165	131	146	163	131	147	169	132	144
October*	166	161	150	164	155	150	172	175	148
November*	166	147	151	163	149	152	172	142	147
December*	165	148	155	162	143	151	171	162	167

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

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Machine tool orders and deliveries - November 1965

THE MINISTRY OF TECHNOLOGY report that total deliveries of machine tools in November were valued at £12¼ million, with net new orders rather higher than this at £12¾ million. Thus the value of total orders outstanding increased slightly to just over £104½ million, the highest level for over three years.

Record home deliveries

Home deliveries, seasonally adjusted, reached a new record of nearly £9½ million, the highest monthly volume yet achieved even after allowing for price adjustments. They have, therefore, re-established the long-term upward trend evident over the last two years, and deliveries in the last three months to November were almost 15 per cent above those in the previous three months, when deliveries, seasonally adjusted, had levelled off at the high level reached in the early part of 1965. Net new home orders at £10¼ million continued to exceed deliveries, but the gap was further narrowed so that there was only a modest increase in home orders outstanding to £75 million. Nevertheless, at the end of November the latter were the highest since the early part of 1962, although with deliveries increasing, they represented only eight and a half months' work at current rates of output.

Over the year 1965 as a whole, after allowing for the extension of the inquiry to companies not included in the previous year, both orders and deliveries are likely to have been between 10 and 15 per cent up in value compared with 1965.

Export orders and deliveries still low

In the export market deliveries at £3 million, seasonally adjusted, show little increase over the very low October figure and net new orders fell to £2½ million. Thus the downward trend in both orders and deliveries in the export market continues and both are now back to the low level to which they had fallen in the middle of 1964,

Table 1—Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October*	10,644	2,669	7,974	104,153	29,998	74,155	12,455	3,016	9,439
November*	12,309	2,860	9,449	104,570	29,545	75,025	12,726	2,407	10,319
December*									
1964 January-November	109,697	33,565	76,132	85,454	30,507	54,946	126,125	34,916	91,209
1965 January-November*	127,632	37,533	90,099	104,570	29,545	75,025	144,419	37,129	107,290
Percentage change (3)	+16	+12	+18	+22	— 3	+37	+15	+ 6	+18

* Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

and show every indication of declining further. Export orders outstanding have remained almost constant in value at between £29 million and £30 million since July 1964 and in volume of work have almost certainly fallen. At the higher rate of deliveries current around the middle of 1965 they would represent less than eight months' work although, at the lower-end 1965 rate of deliveries they will take about 10 months to work off.

As a result, however, of the heavy export deliveries in the first half of 1965 it looks as though total deliveries for the year will be up by more than 5 per cent compared with 1964 after allowing for the slightly wider coverage of the figures for the last year. Export orders received are likely, however, to have shown little, if any, increase compared with the previous year after similar allowance for the additional returns received in 1965.

The overseas trade returns for 1965, which are on a rather wider coverage, do, however, present a somewhat brighter picture with total exports of new machine tools at £49 million, some 13 per cent higher in value than in 1964. Imports less re-exports at £31 million were almost 4 per cent less in value than the previous year, so that the excess of exports over imports increased from £11 million in 1964 to almost £18 million in 1965.

Table 2—Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1962 1st quarter	30,459	7,956	22,503	112,566	32,616	79,950	24,967	8,603	16,364
2nd quarter	32,576	9,260	23,316	107,266	34,445	72,821	27,276	11,089	16,187
3rd quarter	32,234	9,050	23,184	99,252	34,834	64,418	24,220	9,439	14,781
4th quarter	31,904	9,205	22,699	88,946	34,397	54,549	21,598	8,768	12,830
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,270	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter									
1964 January	10,163	3,272	6,891	70,453	28,847	41,606	10,888	3,138	7,750
February	9,520	3,128	6,392	71,418	28,680	42,738	10,485	2,961	7,524
March	9,543	3,052	6,491	72,085	28,683	43,402	10,210	3,055	7,155
April	10,168	3,433	6,735	72,628	28,587	44,041	10,711	3,337	7,374
May	9,029	2,800	6,229	73,285	28,595	44,690	9,686	2,808	6,878
June	9,521	2,895	6,626	74,805	29,031	45,774	11,041	3,331	7,710
July	9,253	2,379	6,874	77,540	29,233	48,307	11,988	2,581	9,407
August	10,306	2,963	7,343	78,034	29,228	48,806	10,800	2,958	7,842
September	10,622	3,126	7,496	71,364	29,341	52,023	13,952	3,239	10,713
October	10,890	3,356	7,534	83,266	29,825	53,441	12,792	3,840	8,952
November	11,139	3,495	7,644	85,276	29,863	55,413	13,149	3,533	9,616
December	11,555	3,902	7,653	87,785	29,461	58,324	14,064	3,500	10,564
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October*	11,102	2,609	8,492	104,124	29,295	74,828	12,434	3,061	9,373
November*	12,549	3,053	9,497	104,539	28,909	75,630	12,964	2,667	10,298
December									
Average of the latest 3 months*	11,971	3,006	8,965	..	..	..	12,594	2,835	9,760
Average of the previous 3 months*	11,711	3,822	7,889	..	..	..	13,852	3,132	10,721
Percentage change	+ 2	—21	+14				— 9	— 9	— 9

* Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

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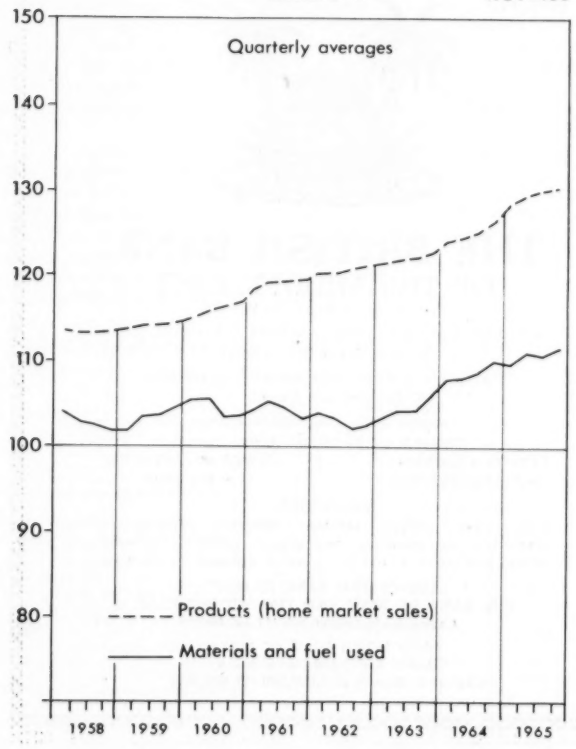
Slower rise in output prices in second half of 1965

THERE WAS a further strong rise in output prices in 1965, taking the year as a whole. The index for all manufacturing industry was nearly 4 per cent higher in the fourth quarter than a year earlier, much the same increase as during 1964 and about twice the average annual rate of increase between 1954 and 1963. The increase during 1965, however, occurred largely in the first six months of the year; between the second and fourth quarters the upward movement was less than 1 per cent. Part of the strong rise in prices in the early part of last year was due to the substantial increases in excise duties on drink and tobacco. Of the major factors which play an important part in determining prices of manufactured products, costs of materials were little changed in 1965 but wages and salaries, the largest single item, rose strongly. There are other factors such as overheads and the level of production which play a part in price determination and the relationship between the various factors and the final prices of manufactured products are complex. It is also difficult to estimate the time taken for changes in the various factors to work through to output prices. But materials prices were little changed last year and although the increases they had shown in 1964 were probably still having some effect on costs last year, undoubtedly the greatest pressure on the costs of production in 1965 came from the rise in wages and salaries.

Chart 1 shows the movements in the price index numbers of materials and fuel purchased and of products sold on the home market by non-food manufacturing industry. Both output prices and materials prices rose less strongly in the course of 1965. The increase in output prices had slowed down in the second half of last year to about the trend rate of increase of 2 per cent.

NON-FOOD MANUFACTURING INDUSTRY

Chart 1 1954 = 100



Basic Materials and Fuel

There was virtually no change between 1964 and 1965 in the average level of materials prices for all manufacturing industry. This was in contrast to the markedly above trend rises of 4½ per cent in 1964 and 2½ per cent in 1963. The rise in the index was halted at the end of 1964, and during 1965 the index fluctuated within fairly narrow limits. The general flatness of the index during last year was the net result of a decline in the food index and a continued, though slower, increase in the non-food index. The food index moved up in the last quarter of the year but nevertheless was some 3 per cent lower than in the fourth quarter of 1964. Prices of fuel used in manufacturing industry were on average nearly 3 per cent more at the end of last year than a year earlier.

Table (A) (i): Purchases by Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1964	December 1965	Percentage Change
All manufacturing industry	107·9	108·3*	+0·4
Food-manufacturing	105·8	103·1*	—2·6
Non-food manufacturing:	109·4	111·4*	+1·8
Chemicals and allied	114·1	116·6*	+2·2
Mechanical engineering	137·9	143·1*	+3·8
Electrical machinery	128·7	134·2*	+4·3
Textiles	94·2	96·1*	+2·0
Timber	118·4	120·6*	+1·9
Paper	111·9	112·7*	+0·7
Construction	128·3	131·3*	+2·3
Housebuilding	129·0	132·5*	+2·7

Table A (ii): Commodities Represented in the Index for all manufacturing industry

Commodity	Percentage change December 1964 to December 1965		Effect on price index of basic materials and fuel used in manufacturing industry	
Ores and metals:				
Ferrous	+ 0·5		+ 0·0	
Non-ferrous	+ 6·2		+ 0·7	
Crude petroleum, etc.		—10·5		— 0·7
Other mineral products	+ 4·7		+ 0·3	
Raw wool	+ 4·2		+ 0·3	
Other textile materials		— 3·1		— 0·1
Timber	+ 1·2		+ 0·1	
Paper-making materials	+ 1·4		+ 0·1	
Oil-seeds, etc.	+ 0·8		+ 0·1	
Hides and skins	+15·3		+ 0·2	
Raw rubber		— 4·4		— 0·1
Foodstuffs and tobacco		— 3·4		— 1·0
Fuel	+ 2·5		+ 0·4	
Other materials	+ 2·4		+ 0·1	
Total – Materials and fuel used in manufacturing industry	+ 0·4		+ 0·4	

Some of the major groups of commodities represented in the index for all manufacturing industry are shown in Table A (ii). There were, as usual, big differences in the movements of the individual groups, ranging from an increase of 15 per cent in hides and skins to a fall of nearly 11 per cent in crude petroleum. There was a further rise, of 6 per cent, in the prices of non-ferrous metals and these ended the year more than 25 per cent higher, on average, than at the end of 1962 when the recent increase in materials prices began. Trends during 1965 in the total index and in the index numbers for the broad sectors are shown in Table A (i). Year to year changes since 1959 are given in Table 1.

Materials and fuel used in the Broad Sectors of Industry

It is necessary, when examining the movements in prices of materials used in the sectors of manufacturing industry, to bear in mind the different groups of goods covered by the index numbers. As explained in the notes at the end of this article, the index numbers relate to purchases only from outside the sector of industry concerned and exclude all purchases within the particular sector (technically they are known as 'net sector' index numbers). Thus the

price index considered above for the purchases of basic materials and fuel by the whole of manufacturing industry measures changes in prices only of commodities and fuel purchased from outside the manufacturing sector. This means that this index is based upon price movements of mostly imported materials, plus some indigenous crude materials; intermediate products like iron and steel and textile yarns are included only to the extent that they are imported and the great bulk of purchases of these products, being home produced, represent sales by one industry to another within the manufacturing sector and are excluded. The sector price index numbers for individual industries, however, include prices of many semis or intermediate products purchased from elsewhere within the manufacturing sector. The prices of these intermediate products reflect higher costs of home production in addition to the cost of basic materials.

The index of basic materials and fuel used in the food manufacturing industries turned down during 1965 after moving up strongly in the previous three years. There was some increase during the last four months of last year but the index in December was still 2½ per cent less than a year earlier. Imported sugar again exercised considerable influence on the movements of the index, rising in the first quarter and thereafter falling steadily until August; from September onward it fluctuated and finished the year 10 per cent lower than at the beginning of 1965. The index numbers for both imported and home produced materials showed overall falls but there was a rise in home manufactured materials such as packing and fuel.

In non-food manufacturing industry each of the materials and fuel price index numbers for the broad sectors of industry were higher in December 1965 than a year earlier. The smallest increase, less than 1 per cent, was in paper, reflecting the fall back in wood-pulp prices after rising fairly strongly through 1963, 1964 and into the first half of 1965. There was an increase of 2 per cent in the textile index following the marked rise and fall in the previous two years and once again was very largely due to the movement in wool prices. Materials and fuel used in the timber industries also rose by 2 per cent last year, a much smaller increase than during 1964 when prices of imported softwood and plywood were pushed up substantially in the last quarter of the year by the import surcharge. The index for chemicals and allied industries continued to rise sharply in the first half of last year but turned down in the second half, with the fall in prices of imported oils and oilseeds, finishing the year just over 2 per cent up on the end 1964 figure. It was still, however, some 11 per cent more than at the end of 1962 when the strong rise in materials prices began.

The largest increases in materials prices in the non-food group of industries during 1965 were in the mechanical engineering and electrical machinery index numbers, each rising by about 4 per cent. These two index numbers have risen by 9 per cent in the last two years under the influence of the very sharp rise in prices of non-ferrous metals. Products of the iron and steel industries, which form an important proportion of the inputs of the engineering industries, rose by a little under 2 per cent during 1965 following a period of little or no change between mid-1962 and the end of 1964.

Prices of materials used in construction and in house building continued to rise last year though at a slower rate in the latter part of the year. There was a further slight upturn in the last months since 1956.

Output prices

Prices of the home market sales of all manufactured products rose by nearly 4 per cent between the fourth quarter of 1964 and the fourth quarter of 1965. This was much the same as the rise during 1964 and still well above the annual rate of about 2 per cent over the previous decade. Most of the rise was during the early part of the year, the second half of the year showing a much slower increase, at about the long term average rate.

Table B (i) shows the percentage change during 1965 in prices of the output of broad sectors of industry while Table B (ii) shows what effect various industry groups had on the increase in the main index of home market sales of all manufactured products. The contributions given in the latter table exclude goods sold between one sector of manufacturing industry and another (apart from sales of capital goods by the engineering industries) whereas the former include these inter-sector sales. About half of the increase in the overall index for all manufactured products was due to a rise of 5 per cent in the output of the food, drink and tobacco industries, which was almost entirely the result of the substantial increase in

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Table B (i): Output of Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1964	December 1965	Percentage Change
All manufactured products – Home market sales.	126·3	130·7*	+3·5
Food manufacturing	120·0	120·4*	+0·3
Non-food manufacturing	126·8	130·3*	+2·8
Chemicals and allied industries	108·6	109·2*	+0·6
Iron and steel	134·7	137·1*	+1·8
Textile industries other than clothing	109·2	111·0*	+1·6
Clothing and footwear	113·3	116·3*	+2·6
Timber	119·9	123·4*	+2·9
Paper.	116·1	119·3*	+2·8
New construction	131·0*	134·0*	+2·3

Table B (ii): Analysis of Index of All Manufactured Products by Industry of Origin

Industry Group	Percentage change	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+5·0	+2·1
Chemicals and allied industries (IV)	+1·4	+0·1
Metal manufactures (V)	+0·8	+0·0
Engineering and allied industries (VI to IX)	+3·3	+1·2
Textiles (X)	+1·5	+0·1
Clothing and footwear (XII)	+2·7	+0·2
Timber, furniture, etc. (XIV)	+3·8	+0·2
Paper, printing and publishing (XV)	+4·3	+0·4
Other manufactures (XI, XIII and XVI)	+2·9	+0·1
Total all manufactured products – Home market sales.	+3·5	+4·4

excise duties on alcoholic beverages and tobacco. Another quarter of the increase was due to a rise of over 3 per cent in the output index of the engineering and allied industries group. Each of the other major groups of industries contributed to the remainder of the rise in the overall index.

Year by year changes in the average prices for the output of broad sectors of industry are shown in Table 2. The percentage change of about 2 per cent in the food sector was less than in the preceding three years and only a little above the average annual rate of increase in the previous ten years. The index for the non-food sector rose by some 4 per cent, about twice the long-term yearly rate of increase between 1954 and 1964.

Output of broad sectors of industry

The index for the food manufacturing industries rose steadily in the first quarter of the year, reflecting the increases in a number of items, particularly sugar. It moved down slightly in the second quarter but rose again in the last quarter. These movements were, however, quite small, and by December output prices of the food manufacturing industries were only marginally higher than a year earlier.

The chemicals index, which had turned upwards in 1963 after drifting downwards for some years, continued to rise in 1964 and into the first half of 1965. It levelled off, however, in the second half of the year, and for the year as a whole the increase of 2 per cent was much the same as in 1964. Within the index the items which contributed most to last year's increase were dyestuffs, toilet preparations, soap and soapless detergents.

Following a period of relative stability since mid-1962, output prices of the iron and steel industries rose by about 1½ per cent over the year. The index for the textile industries rose slightly, by about 1½ per cent over the year, a slower rate than during 1964. The clothing and footwear index increased at a slightly faster rate than in the previous year.

Home market sales of the timber industries increased by 3 per cent during 1965. Most of the increase occurred in the early part of the year, continuing the substantial rate of increase which began early in 1964. The increase for the year as a whole was just over 4 per cent, much the same as in 1964. Items which contributed substantially to last year's rise included bedding, domestic furniture and wooden boxes, packing cases, etc. There was a relatively sharp rise in the index for the output of the paper industries at the beginning of 1965, followed by a steady period during the middle months of the year. There was a further slight upturn in the last months of the year and by December the index was about 3 per cent more than a year earlier, a little slower rate of rise than during 1964, but still markedly above the annual average rate of increase for the previous decade. Most of the major items in the index rose significantly in 1965 compared with 1964.

The rise in the costs of new construction during 1965, at about 3 per cent, was much the same as during 1963 and 1964, and just a little over the average for the past ten years or so.

The changes in price of the 764 individual items which are used in the index for all manufactured products are analyzed by size in Table C. By 'item' is meant a particular product such as men's raincoats; the index for each item is itself based on a number of individual quotations from different manufacturers, but it is the changes in the item index, not in the separate quotations, which are being analyzed here. Prices of manufactured products, in general, were 3½ per cent higher in December 1965 than at the end of 1964, but the changes for individual items varied widely. About 10 per cent of the total showed decreases, while at the other end of the scale, about 4 per cent of the total items showed increases of over 10 per cent. About 16 per cent of the items were unchanged, and some 25 per cent rose by less than 2 per cent. The comparable analysis in 1964 showed a smaller proportion of decreases (7 per cent), a slightly larger proportion at the other end of the scale (6 per cent), and a much larger percentage (24) of unchanged items. In assessing individual price changes it needs to be remembered that, in many cases, the interval since the previous increase is longer than a year, for example, a price increase of 5 per cent after an interval of 18 months since the previous increase is equivalent to an annual rate of increase of a little over 3 per cent.

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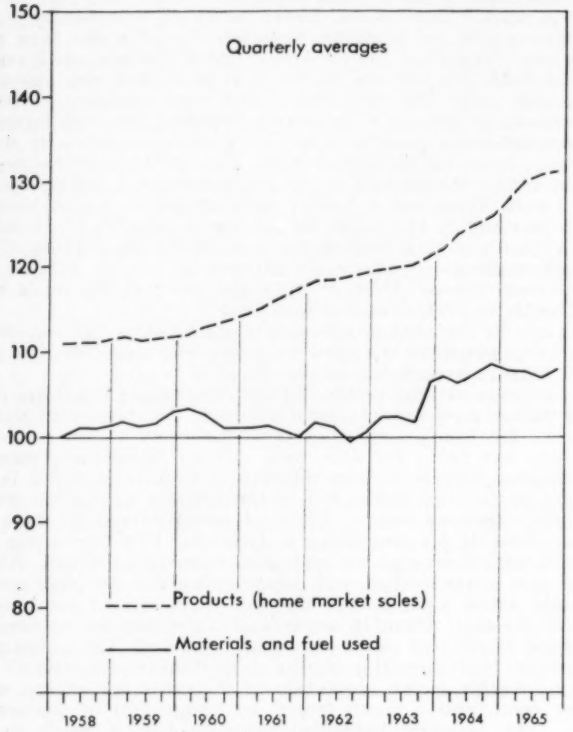
Table C. Analysis of output price changes by size of change in 1965

Industry Group	Total number of items in index	Items which have not changed		Items which have increased		Items which have increased by						Items which have decreased	
		Number	Per cent of total	Number	Per cent of total	Under 2%	2% but under 4%	4% but under 6%	6% but under 8%	8% but under 10%	10% and over	Number	Per cent of total
Chemicals and Allied Industries (IV)	90	22	24·4	48	53·4	12	12	11	4	—	9	20	22·2
Metal Manufactures (V)	27	6	22·2	21	77·8	13	5	1	—	1	1	—	—
Engineering and Allied Industries (VI to IX)	334	40	12·0	269	80·5	85	74	62	25	13	10	25	7·5
Textile Industries other than clothing (X)	79	16	20·2	47	59·6	13	18	12	1	—	3	16	20·2
Clothing and Footwear (XII)	45	1	2·2	43	95·6	6	17	14	3	2	1	1	2·2
Timber, Furniture, etc. (XIV)	40	3	7·5	33	82·5	9	10	9	2	3	—	4	10·0
Paper, Printing and Publishing (XV)	33	5	15·2	27	81·8	11	5	8	1	1	1	1	3·0
Other Manufactures (XI, XIII and XVI)	116	31	26·7	79	68·1	22	22	13	11	5	6	6	5·2
TOTAL – All Manufactured Products (other than food, drink and tobacco)	764	124	16·2	567	74·2	171	163	130	47	25	31	73	9·6

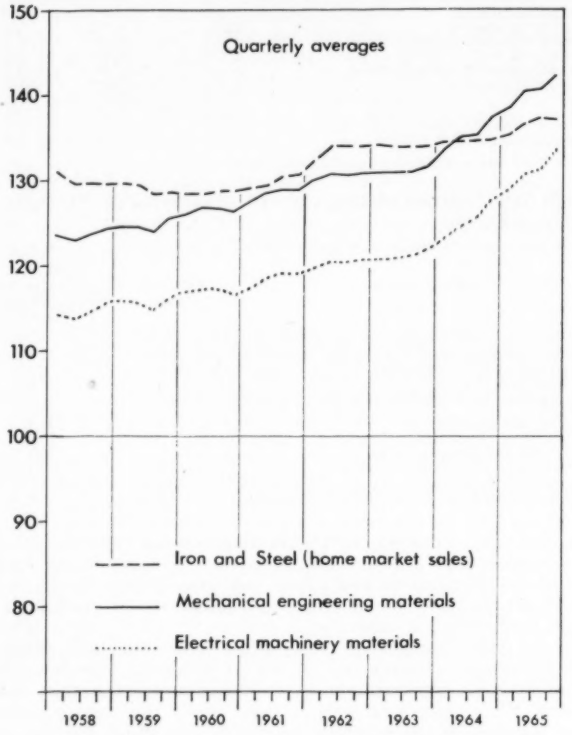
ALL MANUFACTURING INDUSTRY

Chart 2 1954=100



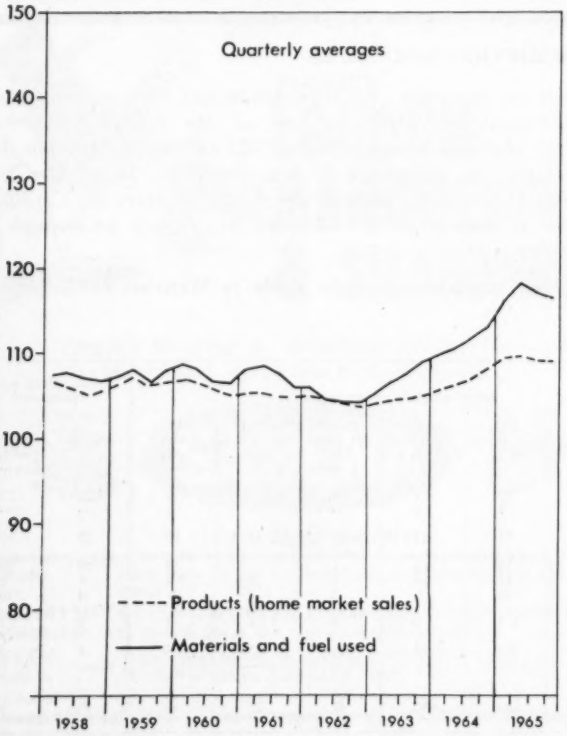
ENGINEERING MATERIALS IRON & STEEL INDUSTRY

Chart 3 1954=100



CHEMICALS & ALLIED INDUSTRIES

Chart 4 1954=100



FOOD MANUFACTURING INDUSTRIES

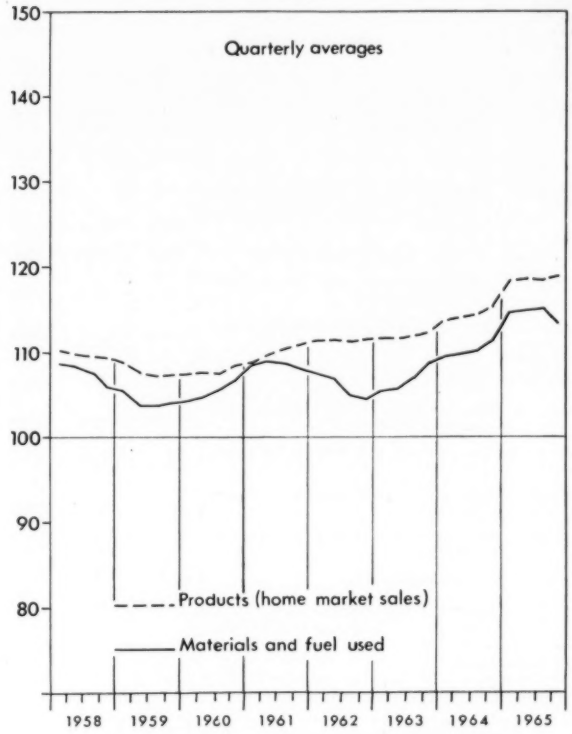
Chart 5 1954=100

TEXTILE & CLOTHING INDUSTRIES

Chart 6 1954=100

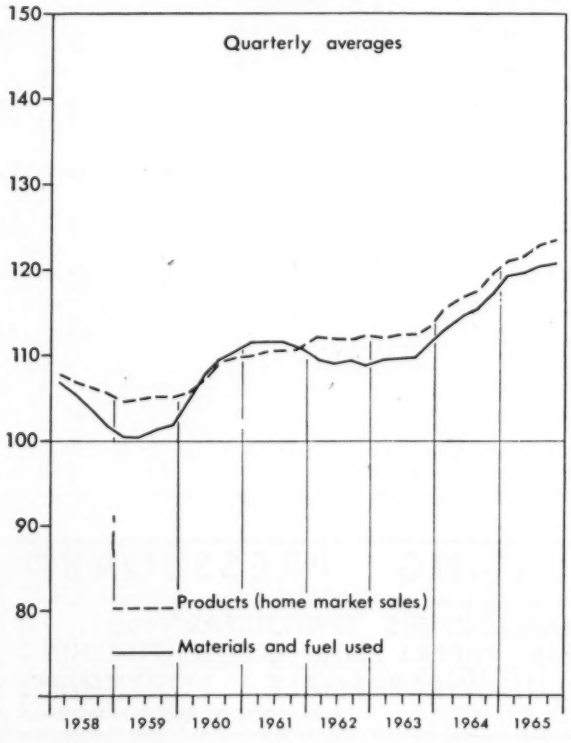
PAPER INDUSTRIES

Chart 7 1954=100



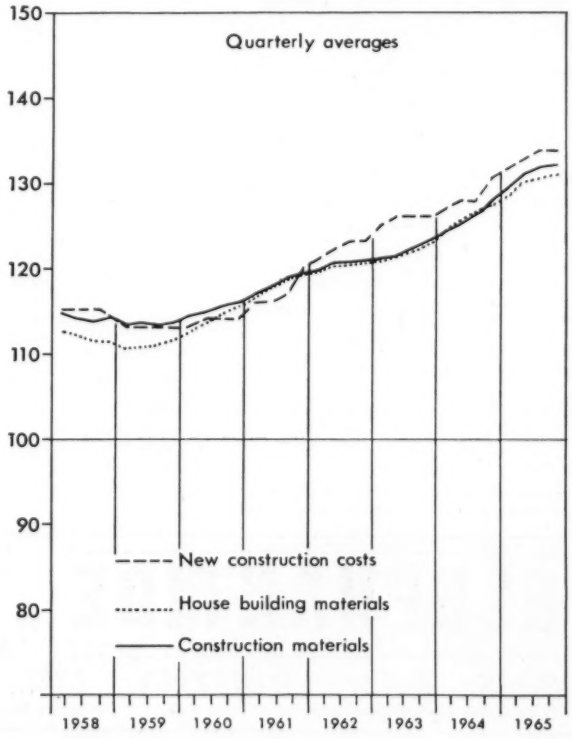
TIMBER INDUSTRIES

Chart 8 1954=100



BUILDING & CIVIL ENGINEERING

Chart 9 1954=100



WHOLESALE PRICE INDICES

1. Materials purchased by broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1960	1961	1962	1963	1964	1965	1959-1960	1960-1961	1961-1962	1962-1963	1963-1964	1964-1965
Order III to XVI	Basic materials and fuel used in manufacturing industry	101·8	100·6	100·6	103·0	107·0	107·5*	+0·1	—1·2	0·0	+2·4	+3·9	+0·5
	Basic materials	98·5	96·4	95·9	98·5	103·0	103·1*	+0·1	—2·1	—0·5	+2·7	+4·6	+0·1
	Fuel	127·6	133·0	136·5	137·8	138·2	141·6*	+0·1	+4·1	+2·6	+1·0	+0·3	+2·5
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	104·5	104·4	103·0	104·5	108·6	110·6*	+1·1	—0·1	—1·3	+1·5	+3·9	+1·8
	Basic materials other than fuel	100·5	99·4	97·1	98·7	103·4	105·1*	+1·3	—1·1	—2·3	+1·6	+4·8	+1·6
211 to 229	Materials and fuel used in the food manufacturing industries	96·1	93·0	95·3	99·6	103·8	102·3*	—2·4	—3·2	+2·5	+4·5	+4·2	—1·4
263 to 277	Materials and fuel used in the chemicals and allied industries	107·5	107·5	104·8	107·2	111·3	117·0*	0·0	0·0	—2·5	+2·3	+3·8	+5·1
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	126·2	128·1	130·1	130·8	135·3	140·5*	+1·4	+1·5	+1·6	+0·5	+3·4	+3·8
361	Materials and fuel used in the electrical machinery industry	116·9	118·3	120·0	120·9	125·0	131·1*	+1·1	+1·2	+1·4	+0·8	+3·4	+4·9
Order X	Materials and fuel used in the textile industries	91·6	92·9	91·3	96·6	98·7	94·3*	+4·0	+1·4	—1·7	+5·8	+2·2	—4·5
Order XIV	Materials and fuel used in the timber industries	107·9	111·3	109·2	109·9	115·1	120·0*	+6·9	+3·2	—1·9	+0·6	+4·7	+4·3
Order XV	Materials and fuel used in the paper industries	105·2	108·4	105·8	106·5	110·3	114·6*	+1·1	+3·0	—2·4	+0·7	+3·6	+3·9
Order XVII	Construction materials	115·1	118·2	120·4	121·9	125·8	130·3*	+1·5	+2·7	+1·9	+1·2	+3·2	+3·6
Part of Order XVII	House building materials	114·0	118·0	120·2	121·7	126·2	131·4*	+2·7	+3·5	+1·9	+1·2	+3·7	+4·1

• Provisional figure.

2. Output of broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1960	1961	1962	1963	1964	1965	1959-1960	1960-1961	1961-1962	1962-1963	1963-1964	1964-1965
Orders III to XVI	All manufactured products:												
	Total sales	113·1	115·7	118·0	119·5	123·2	128·3*	+1·5	+2·3	+2·0	+1·3	+3·1	+4·1
	Home market sales	113·0	116·0	118·6	119·9	123·9	129·6*	+1·3	+2·7	+2·2	+1·1	+3·3	+4·6
Order IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:												
	Total sales	115·4	117·9	119·4	120·7	123·6	128·1*	+1·9	+2·2	+1·3	+1·1	+2·4	+3·6
	Home market sales	116·0	119·1	120·6	121·4	124·7	129·4*	+1·6	+2·7	+1·3	+0·7	+2·7	+3·8
211 to 229	Products of the food manufacturing industries:												
	Home market sales	106·9	107·2	111·1	114·2	118·1	120·4*	0·0	+0·3	+3·7	+2·8	+3·4	+1·9
263 to 277	Chemicals and allied industries:												
	Total sales	104·4	103·1	102·6	103·3	105·4	108·0*	—0·9	—1·2	—0·5	+0·7	+2·0	+2·5
	Home market sales	106·0	105·1	104·5	104·6	106·8	109·3*	—0·6	—0·8	—0·6	+0·1	+2·1	+2·3
311 and 312	Iron and steel industries:												
	Total sales	125·6	126·1	128·7	128·8	129·3	131·6*	+0·2	+0·4	+2·1	+0·1	+0·4	+1·8
	Home market sales	128·5	129·7	133·3	133·7	134·3	136·6*	—0·4	+0·9	+2·7	+0·3	+0·4	+1·7
Order X	Textile industries other than clothing:												
	Total sales	101·4	104·3	103·8	105·7	110·1	111·7*	+5·0	+2·9	—0·5	+1·8	+4·2	+1·5
	Home market sales	100·8	103·3	102·5	103·9	107·9	110·1*	+5·0	+2·5	—0·8	+1·4	+3·8	+2·0
Order XII	Clothing and footwear: Home market sales	107·1	108·9	110·4	110·7	112·6	115·3*	+1·8	+1·7	+1·4	+0·3	+1·7	+2·4
Order XIV	Timber industries: Home market sales	108·0	110·4	112·1	112·4	117·2	122·3*	+3·0	+2·2	+1·5	+0·3	+4·3	+4·4
481 to 483	Paper industries: Home market sales	107·6	109·8	111·0	111·6	114·3	118·6*	0·0	+2·0	+1·1	+0·5	+2·4	+3·8
Order XVII	New construction†	114	118	122	126	129	133*	+0·9	+3·5	+3·4	+3·3	+1·6	+3·9

• Provisional figure. † Index of building costs.

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1958 Standard Industrial Classification References		Annual Averages			
		1962	1963	1964	1965
PRODUCTS OF MINING AND QUARRYING :					
101	Coal	151·8	153·7	154·3	155·1*
	Domestic coal	158·2	163·6	164·6	167·4*
102/1	Granite chippings	118·5	121·0	126·1	128·4*
102/2	Slates	147·5	156·7	168·2	179·1
109/3	Salt	114·0	114·1	112·5	110·9
FOOD, DRINK AND TOBACCO:					
211/1	Flour	112·5	112·5	119·3	117·7
216	Sugar, refined	114·4	124·1	128·0	115·8
217	Chocolate and sugar confectionery	104·3	106·6	108·1	111·0
231	Beer	102·2	106·3	114·3	124·9
240	Tobacco and cigarettes	126·8	126·8	134·7	150·2
CHEMICALS AND ALLIED PRODUCTS:					
261	Hard coke	164·0	164·0	164·0	176·9
262	Motor spirit, standard grade (including duty)	109·4	109·4	111·2	122·7
262	Medium fuel oil (950 secs.)	139·4	138·9	138·9	138·9
263	Lubricating oils and greases	125·7	128·0	129·1	129·1
271/1	Dyestuffs	106·4	105·8	105·7	120·2
271/2	Disinfectants	114·7	117·3	119·2	121·3
271/2	Fertilizers‡	105·7	103·5	103·5	103·3*
271/2	Insecticides, weed killers and fungicides	89·7	87·5	88·3	90·9*
271/3	General chemicals	101·7	99·5	100·2	100·9*
	Acetic acid, B.S.S. 576 – 1950	100·4	96·0	95·1	89·3
	Acetone, B.S. 509 – 1950	81·2	71·3	69·7	69·7
	Aluminium sulphate (14 per cent $Al_2:O_3$).	111·4	111·4	112·9	120·0
	Carium carbonate, precipitated 98/99 per cent in powder form.	105·1	105·1	105·1	105·1*
	Barium chloride, fine crystals, 98/99 per cent.	106·5	98·9	99·9	106·5
	Benzole, pure, B.S.S. 135A – 1950	111·0	106·9	104·1†	78·6
	Butanol, B.S.S. 508 – 1950	84·4	79·2	75·8	75·8
	Calcium carbide, B.S.S. 642 – 1951	119·5	119·5	119·5	119·5
	Caustic soda liquor, 100 TW.	118·3	118·3	118·3	120·8
	Dichromate of potash	120·3	120·3	120·3	120·3
	Ethyl alcohol, industrial B.S.S. 507 – 1933.	130·3	138·7	148·5	148·5
	Hydrogen peroxide, 130 vol.	87·9	87·9	87·9	87·9*
	Liquid chlorine, pure	93·5	89·2	89·2	87·4
	Methanol, refined	88·1	79·2	79·2	79·2
	Nitric acid, concentrated, 95/96 per cent.	107·6	100·2	96·7	93·2
	Pharmaceutical chemicals	70·7	66·0	65·8	63·7*
	Phenol	75·6	70·1	68·4	54·6
	Phosphorus, 99·9 per cent pure, specific gravity 1·82, melting point 44·1°C.	103·0	103·0	103·0	103·0
	Phthalic anhydride	88·2	72·0	72·2	72·0*
	Pigments and earth colours, inorganic.	117·3	121·4	135·3	136·5*
	Salicylic acid, technical or commercial grade.	96·6	96·6	96·6	96·6
	Soda ash, light (delivered)	122·6	122·6	128·1	133·3
	Soda ash, light, f.o.r. works	117·9	117·9	124·2	124·2
	Sodium cyanide, 96/98 per cent standard quality.	109·4	105·8	104·9	104·9
	Sodium sulphide, solid, 60/62 per cent.	125·4	125·4	125·4	125·4
	Sulphuric acid, B.O.V.	97·2	95·6	92·0	95·3*
	Titanium dioxide, 'Anatase' type	121·3	121·4	121·2	121·9*
	Titanium dioxide, 'Rutile' type	113·7	115·4	116·9	117·5*
	Trichlorethylene, metal degreasing	107·1	107·1	107·1	107·1*
	Tri-tolyl phosphate	103·1	100·8	100·6	100·6
	Urea, technically pure	99·6	87·4	87·4	87·4
272/1	Pharmaceutical preparations	98·5	98·2	99·5	101·3
272/2	Toilet preparations	123·8	129·0	132·7	140·8*
273	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators.	118·2	120·0	123·9	132·5
274	Paint for building and decorating	112·9	113·4	115·3	116·2*
275/2	Soap	134·1	135·3	141·1	154·4*
	Soapless detergents	98·8	100·7	103·0	106·4*
	Candles	110·0	110·0	110·0	121·1
	Glycerine	64·5	59·9	62·2	63·9
276	Synthetic resins and plastic materials	78·1	77·1	76·3	74·8*
	Amino-plastics:urea-formaldehyde moulding powder.	99·8	99·8	99·8	101·8*
	Cellulose acetate sheet, commercial clear transparent.	104·9	104·9	104·9	104·9
	Phenolic and cresylic plastics: laminated materials.	101·6	101·3	101·3	101·5
	Phenolic and cresylic plastics: moulding powders.	102·6	101·8	101·8	101·8
	Polystyrene moulding powders	56·3	55·1	52·1	50·1*
	Polyvinylchloride-Geon polymer 101.	75·4	74·4	74·4	74·4
	Polyvinylchloride-granular polymer	71·1	70·0	68·9	68·9
277/1	Polishes	144·8	149·1	151·6	159·2
IRON AND STEEL AND OTHER METALS:					
311/2	Steel sheets	132·7	132·9	133·5	135·1
311/2	Tinplate	119·8	120·0	121·3	126·7
311/2	Other steel goods (excluding tubes)	133·0	133·4	133·8	136·0*
312	Steel tubes	137·9	138·8	140·8	143·0
313/3 and 313/4	Iron castings	142·0	143·0	145·8	149·3*
321	Aluminium and aluminium alloy products:				
	Extruded and drawn	132·3	132·8	141·9	145·2
	Rolled	124·3	123·4	132·6	136·3
	Castings	128·2	132·1	138·7	144·1*
	Forgings	128·7	128·9	135·0	138·1
332	Brass ingots, 65/35, B.S.S. 1400: B. 3 delivered.	99·2	96·5	124·2	143·4

* Provisional figure. † Revised series for 1965 not strictly comparable with previous years. ‡ This index relates to market prices after early delivery rebates have been deducted; it does not take account of subsidies paid to farmers.

BROOK ELECTRIC MOTORS

NEMA 1964 RERATE MOTORS ?

CANADIAN STANDARD MOTORS ?

ASK BROOK

BROOK MOTORS LTD

HUDDERSFIELD • ENGLAND

66/D

WHOLESALE PRICE INDICES

3. (a)—*continued*

1958 Standard Industrial Classification Reference		Annual averages			
		1962	1963	1964	1965
SCIENTIFIC AND SURGICAL INSTRUMENTS, ETC.					
351/1	Photographic paper and films, etc.	118·9	123·7	125·6	126·1
	Cinematograph film (raw stocks)	123·7	126·3	129·1	129·1
351/3	Spectacles, etc.	119·3	122·3	125·7	134·4
	Complete spectacles (National Health Service)	121·3	125·1	129·3	138·6
	Complete spectacles (other than National Health Service)	115·9	117·4	119·5	126·6
351/4	Dental goods	127·1	130·6	135·8	140·5
	Teeth, plastic	100·3	101·5	104·3	105·3
	Teeth, porcelain	110·7	111·8	116·3	118·9
	Dental equipment	147·9	153·3	163·7	174·1
	Hand instruments	146·9	150·7	153·3	158·6
ELECTRICAL GOODS					
364/2	Gramophone records	117·2	134·5	138·5	138·5
365	Domestic electrical appliances	101·4	99·7	101·1	101·7*
	Electric vacuum cleaners	109·1	111·1	113·7	114·5*
	Electric cookers	112·8	113·5	113·9	112·3*
	Electric fires	106·2	108·0	115·7	117·5
	Electric refrigerators	78·4	70·9	68·6	69·2
	Electric washing machines	102·3	97·4	99·2	100·0*
OTHER METAL GOODS					
389	Perambulators, etc.	120·1	122·4	124·3	128·0
391	Tools and implements	136·0	138·1	144·5	151·0*
392	Cutlery	128·1	130·1	132·2	135·7
	Cutlery (other than razors and razor blades)	121·8	126·8	132·7	139·3
	Razor blades	135·2	135·8	135·8	135·6
396	Spoons and forks	135·0	141·8	148·4	156·3
399/6	Domestic hollow-ware	138·4	139·3	146·6	157·5*
399/6	Galvanized cisterns, tanks and cylinders	143·5	149·0	159·7	163·3
399/7	Domestic gas appliances	109·1	110·5	111·6	113·1
TEXTILES					
411	Rayon and acetate filament and staple fibres	102·8	102·8	104·1	104·6
412	Cotton yarn	90·4	89·3	94·9	97·8*
	Spun from American type cotton	90·2	89·0	92·7	95·8*
	Spun from Egyptian type cotton	90·8	89·8	98·5	100·7*
412	Spun rayon yarns	91·8	94·6	103·6	107·2*
412	Irish linen yarns (wetspun)	101·9	113·6	133·8	126·6*
413	Cotton cloth	96·8	95·3	100·8	106·2*
413	Rayon and acetate fabric	112·8	111·1	115·5	120·2*
413	Linen	105·0	114·0	127·9	131·5*
	Light linen	108·4	118·0	134·4	139·1*
	Heavy linen	93·0	100·5	105·6	104·9
414/1	Wool tops	78·3	89·6	91·5	80·5
414/2	Worsted yarns	89·0	97·1	98·7	92·8
414/5	Harris tweed	99·0	103·7	108·3	109·5
414/5	Serge cloth	90·6	96·7	101·7	98·6*
414/6	Pressed wool felt	105·0	105·0	106·0	106·0
415	Jute yarn	108·9	104·6	113·2	126·3
415	Jute piece-goods	108·3	108·2	118·0	128·9*
416	Rope, twine and net	111·3	121·1	128·1	122·4*
	Cordage, cables, ropes and twines of textile materials	110·7	120·9	128·1	120·4*
	Nets and netting	115·6	123·8	128·7	135·3
417	Hosiery and other knitted goods	95·5	96·0	98·9	101·4*
418	Lace	93·2	94·0	95·6	95·6
419	Carpets and rugs	116·8	119·3	127·5	127·8
	Carpets	116·8	119·2	127·5	127·7
	Mohair and pile fabric rugs	117·9	121·7	126·0	129·5
421	Narrow fabrics	113·2	113·4	115·5	120·7*
422/2	Canvas goods and sacks	110·1	102·6	99·5	110·9*
429/2	Coir and sisal mats and matting	136·7	142·6	148·8	156·3*
LEATHER AND LEATHER GOODS					
431/1	Leather for footwear	105·2	104·5	105·5	112·2*
432	Travel goods	117·6	119·1	124·6	128·3
432	Goods of leather or substitute materials, other than travel goods	118·8	123·4	135·9	143·0*
	Ladies' handbags	111·1	116·6	130·9	138·9
	Leather wallets	122·2	127·2	141·7	149·6
	Leather straps and belts	135·8	137·3	142·9	147·9*
CLOTHING AND FOOTWEAR					
441-449	Made-up clothing	109·5	109·8	111·7	114·7*
441	Weatherproof outerwear	102·0	102·0	102·6	104·8
442	Men's and boys' tailored outerwear	111·2	111·5	113·4	116·8*
443	Women's and girls' tailored outerwear	107·1	107·8	110·1	111·6
445/1	Women's and girls' light outerwear	107·7	108·5	110·0	112·9
446/1	Felt hats	128·4	131·0	135·9	141·3
450	Footwear (excluding rubber)	112·0	112·2	113·4	115·1*
BRICKS, POTTERY, GLASS, CEMENT, ETC.					
461/1	Refractory goods, including bricks	139·6	144·9	145·8	149·9*
461/2	Non-refractory goods, including bricks	122·7	125·0	129·0	132·9
	Building bricks, common, other than fletton, ex-works	124·3	126·4	131·9	139·7
	Building bricks, fletton, common, delivered	115·8	117·5	119·3	119·3
462/1	Electrical porcelain	123·1	124·9	129·1	133·6
462/2, 462/3	Domestic china and earthenware‡	132·7	136·0	140·1	147·4*
463/1	Glass (other than containers)	128·5	130·3	133·6	136·3
463/2	Glass containers‡	122·3	118·4	120·9	129·0
464	Cement, delivered	120·0	122·2	124·5	127·7
469/1	Abrasive paper and cloth	123·5	127·3	128·7	131·9
469/2	Cast stone and cast concrete products	109·0	109·5	113·5	118·1
TIMBER, FURNITURE, ETC.					
471/1	Home-grown hardwood‡	97·6	100·1	102·9	106·6*
471/2	Joinery	118·3	119·6	128·2	135·4*
472	Domestic furniture	116·5	116·5	119·7	124·2*
473	Bedding, etc.	109·0	109·1	112·0	118·0*
475/1	Beer casks (18-gallon capacity)	103·0	100·2	98·2	96·3
475/2	Wooden boxes, packing cases and crates, etc.	114·2	115·5	119·4	124·1*
479/1	Cork sheet	91·0	94·2	94·1	94·1*

* Provisional figure.
‡ Revised series – 1963.

3. (a)—*continued*

1958 Standard Industrial Classification Reference		Annual Averages 1962	1963	1964	1965
PAPER AND PAPER PRODUCTS					
481	Paper and board	109·5	109·9	112·4	115·0*
482	Cardboard boxes, cartons and fibreboard packing cases.	109·6	110·3	113·2	120·1*
483/1	Wallpaper	131·2	131·4	133·8	138·0
483/2	Paper bags	112·2	114·6	118·4	123·2*
483/3	Manufactured stationery	118·1	118·8	119·9	123·5*
483/4	Other manufactures of paper and board, n.e.s.	102·6	102·9	107·2	112·1*
OTHER MANUFACTURED PRODUCTS					
491/1	Rubber tyres and tubes	120·6	123·3	123·4	127·1
491/2	Rubber goods (other than tyres and tubes).	116·0	115·1	116·6	121·2*
	Rubber footwear	126·1	125·9	126·7	135·1
492	Linoleum and felt base	127·3	129·1	136·4	142·0
493	Brushes and brooms	130·1	134·9	138·7	142·6*
494/1	Toys and games	116·5	118·8	121·6	126·5*
	Metal toys	127·4	129·4	135·0	137·7*
	Plastic toys	96·0	95·8	93·6	94·7
	Wooden toys	134·4	147·8	153·6	168·1
	Dolls and soft toys	119·9	125·1	127·0	137·7*
	Indoor games	108·0	109·6	110·7	114·4*
	Pedal cars, scooters and toy perambulators.	118·4	119·8	122·3	133·4*
494/2	Sports equipment	129·3	133·6	133·5	136·7*
495/1	Pens and pencils	112·9	113·8	112·7	115·4*
	Fountain pens	106·5	107·6	105·9	105·8*
	Pencils (mechanical)	115·0	116·0	116·5	116·5
	Pencils (other than mechanical)	131·9	131·9	132·5	144·6
495/2	Other stationers' goods	126·1	126·9	130·2	133·2
496	Plastic mouldings	102·0	103·4	104·0	105·9*

3. (b) Commodities wholly or partly imported into the United Kingdom—1954 = 100

	Annual Averages 1962	1963	1964	1965
Hides and skins	94·8	78·8	83·5	97·3*
Imported	102·3	86·5	90·5	104·4*
Native	83·6	67·4	73·0	85·7*
Non-ferrous metals				
Aluminium, virgin ingot, delivered	115·9	116·0	122·3	125·6
Copper, ex-ship, wharf or warehouse†	94·1	94·2	141·4	188·6
Lead, ex-ship, wharf or warehouse†	58·4	65·8	104·7	119·4
Nickel, refined, delivered	133·4	131·9	131·9	131·9
Tin, ingot, min. 99·75%, settlement price	125·0	126·4	171·9	196·2
Zinc, ex-ship, wharf or warehouse†	86·2	98·1	150·6	144·3
Oils, resins and gums				
Linseed oil, crude, naked, ex-works.	132·8	111·1	125·0	111·9*
Palm, oil, c.i.f., in bulk	92·5	95·8	102·9	119·9*
Whale oil, acid, soft, naked, ex-works	68·7	64·9	76·6	92·2*
Rosin gum, W.W., ex-wharf	112·2	98·0	99·8	108·6*
Shellac, F.O., T.N., pure, ex-wharf	62·2	61·5	62·7	74·1*
Phosphate rock	98·6	96·6	96·5	101·2
Pyrites, c.i.f., United Kingdom ports	59·3	58·1	61·6	63·7
Rubber, No. 1 R.S.S., one month future	115·2	107·7	101·3	103·9
Sulphur, crude (for acid making), c.i.f.	74·2	66·7	63·6	76·9*
Textiles				
Coir yarns, c.i.f. United Kingdom ports	157·8	156·0	156·3	156·9*
Cotton, raw, Liverpool spot market price	73·2	71·4	72·4	70·7
American type	74·4	72·8	72·7	72·0
Egyptian type	70·9	68·9	72·0	68·2
Jute, raw, c.i.f., Dundee 'Export Firsts'	121·0	122·1	134·7	145·6*
'Export Lightnings'	112·4	112·8	130·8	142·6*
Silk, raw, delivered mill	121·8	145·5	115·3	138·9*
Sisal, East Africa No. 1 Grade, c.i.f. London.	118·5	169·6	156·4	105·3*
Wool, raw	76·5	89·0	91·7	79·1*
Medium and coarse, crossbred, c.i.f. United Kingdom.	83·9	100·0	107·1	91·0*
Fine, crossbred, c.i.f. United Kingdom.	77·2	91·4	94·6	80·1*
Merino, c.i.f. United Kingdom	72·2	83·4	83·0	72·8*
Timber				
Imported hardwood (ex-yard or wharf)	109·8	110·1	113·0	115·3*
Imported plywood (delivered to consumers).	98·7	99·7	104·5	116·9*
Imported softwood (delivered to consumers).	103·9	104·7	113·3	118·4*
Woodpulp, imported	94·5	95·5	100·6	103·7

* Provisional figures. † L.M.E. mean of buyers' and sellers' prices at close of morning session.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

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WHOLESALE PRICE INDICES

Notes on Index Numbers of Wholesale Prices—1954 = 100

(1) The index numbers are calculated from the price movements of some 7,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1954. In compiling indices for groups of commodities these percentages are combined in proportion to the value of purchases or sales of the individual commodities in 1954. The proportions have been derived from the Census of Production, short-term statistics of production, the Trade and Navigation Accounts, information supplied by trade associations and from various other sources.

(2) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. Net weights are used to combine the commodity index numbers into sector indices; that is, the sector indices exclude sales by one undertaking to another within the same sector. The indices of materials purchased by industry include imported materials, and where it is possible to do so the indices of output of broad sectors of industry take account of the movement of export prices. Information about export prices is less reliable than information about home market prices, and hence the sector indices of total sales including exports are less reliable than the indices of home market sales.

(3) Commodity indices covering United Kingdom manufacturers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the indices include the value of sales of the principal products of an industry by undertakings classified to other Census industries. For each of the sectors of industry for which indices are published in Table 2, sales of principle products correspond very closely to total sales of the sector.

(4) In determining the weights used in calculating indices which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(5) As far as possible 'delivered' prices are used in compiling the indices of materials purchased by industry; 'ex-works' prices are used in compiling the indices of commodities produced in the United Kingdom, unless it is the normal custom of the trade to deliver, in which case 'delivered' prices are used. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(6) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(7) To facilitate further calculation the indices are given to one decimal place in most cases, but small month to month movements have little significance. Indices for which information has not been received are shown with an asterisk to indicate that they are provisional. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the indices of purchases and output of sectors of industries in Tables 1 and 2.

(8) The series of wholesale price index numbers based on 1954 = 100 was introduced in the *Board of Trade Journal* on March 21, 1958; previously the index numbers were based on June 30, 1949 = 100. In February 1959, the index numbers were revised in accordance with the Standard Industrial Classification 1958 (see *Board of Trade Journal*, February 13, 1959). In particular, the index numbers relating to materials used in and output of manufacturing industry were extended to include industries making fuel, food and tobacco products, and the index numbers relating to materials used in broad sectors of industry were extended to include fuels used.

(9) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

4. Annual average wholesale prices for selected Commodities (1) (1961-1965)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of sale	1961	1962	1963	1964	1965
Commodities produced in the United Kingdom						
Slates, roofing, 1st quality, 16 in. by 8 in., Penrhyn or Portmadoc delivered London stations (2) (3)	£ per 1,000	42·78	44·59	45·70	47·03	50·82
Motor spirit, standard grade, outer zone price (inc. duty), minimum 200 gall. loads (2) (3)	d. per gall.	47·80	49·50	49·50	50·33	55·50
Chemicals:						
Calcium carbide, conforms to B.S.S. 642 – 1951, high grade, 4 tons and over, carriage paid	£ per ton	43·25	43·25	43·25	43·25	43·25
Pure benzole, B.S.S. 135A – 1950, bulk, minimum lots of 200 gall. delivered user	s. per gall.	5·64	5·80	5·58	5·44	3·33†
Penicillin, crystalline, 1 mega unit (vial size)	s. per m. u.	1·17	1·17	1·17	1·17	1·02
Synthetic resins and Plastic Materials:						
Phenol-formaldehyde moulding powder, general purpose grade, contracts 50/99 tons over 12 months	d. per lb.	18·50	18·50	18·50	18·50	18·50
Polystyrene thermo-plastic moulding powder crystals, carriage paid buyer's address U.K.	s. per lb.	1·69	1·58	1·58	1·49	1·42
Urea formaldehyde moulding powder, wood meal type, delivered user U.K. and f.o.b. export	s. per lb.	1·29	1·29	1·29	1·29	1·35
Iron and steel:						
Strip mill steel sheets. Uncoated cold reduced sheets 48 ins. by 10 ft. by 20 G. normal bending general purpose quality, 25 tons delivered England	£ per ton	52·08	54·87	55·35	55·35	55·90
Galvanized steel sheets, basis corrugated, 12/3 in. corrugation by 6 ft. by 203G. 10 tons delivered England	£ per ton	64·16	66·07	64·81	66·50	68·36
Cold reduced electrolytic tinplate, 0·50 lb. coating, 80 lb. substance, 28 in. by 22 in., with menders arising hot dipped to C.16 coating, 100 tons	s. per basis box	53·50	56·11	56·24	..	..
Cold reduced electrolytic tinplate, E50 coating, ·0088 in. nominal thickness 28 in. by 22 in. with menders arising hot dipped to C.100 coating, 100 tons	s. per S.A.T.	..	..	..	180·96	188·19
Steel billets for drop forgings. Soft basic quality C.08/·33 per cent – 4 in. 25 tons, delivered Midlands	£ per ton	38·45	39·36	39·50	39·53	39·53
Non-alloy steel forging ingots up to 0·6 per cent C delivered buyer	£ per ton	31·82	32·32	32·38	32·38	32·74
Steel wire rods, soft basic quality C.08/·25 per cent, 5 G. 50 tons delivered basis zones	£ per ton	40·82	41·44	41·52	41·52	41·98
Heavy steel rails, flat bottom, basis quality, 109 lb. per yard, 500 tons, f.o.r.	£ per ton	41·47	42·28	42·40	42·40	42·86
Heavy plates, mild steel, basis quality, ¼ in. by 6 ft. by 20 ft. 25 tons, delivered N.E. coast	£ per ton	40·82	42·05	42·25	42·25	42·71
Heavy steel joists, basis quality 12 in. by 6 in. 25 tons, delivered N.E. coast	£ per ton	38·33	39·91	40·18	40·18	40·63
Re-rolled steel bars, quality C.05/·25 per cent. T.G. 2 in. 10 tons delivered N.E. coast	£ per ton	40·72	41·36	41·45	41·45	41·91
Alloy steel black bars (machining) Quality E.N. 110 H.T. 1½ in. 5 tons, delivered all areas	£ per ton	97·36	98·88	98·88	94·95	95·17
Basic pig iron, 500 ton lots, delivery all main producing zones	£ per ton	20·26	20·77	20·85	20·85	20·85
Foundry and forge pig iron, No. 3 Class 2, 500 ton lots, delivered Birmingham (2) (3)	£ per ton	21·56	21·99	22·05	22·05	22·05
Cast iron hot water pipe, 4 in. by 9 ft.	s. per length	35·88	37·04	37·75	37·75	37·75
Cast iron rainwater pipe, painted, 2½ in. by 6 ft. (3)	s. per length	16·75	17·31	17·71	17·75	17·75
Brass ingot 65/35, B.S. 1400 – B.3 delivered	£ per ton	175·87	166·50	162·06	208·47	240·66
Textiles:						
Rayon staple fibre, viscose, 1½ den., 17/16 in. bright, delivered	d. per lb.	22·75	22·75	22·75	23·45	23·46
Rayon continuous filament viscose, 150/27 – 36 den. on cones. Delivered buyer	d. per lb.	65·53	66·00	66·00	68·50	69·00
Cotton – American yarn, 30's mule weft. Spinner's selling price (2)	d. per lb.	52·38	48·21	47·16	50·66	54·76

† 1965 price exclusive of duty.

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1961	1962	1963	1964	1965
Linen yarn, 120's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	27·83	27·81	29·18	..	..
Linen yarn, 100's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	..	..	..	34·00	33·96
Rayon fabric, dress cloth, plain, 36½ in.; 162 x 62; 75 denier acetate/200 denier acetate	d. per yd.	27·50	27·29	27·00	27·67	28·62
Light linen; 40 in. linen pillowing. Producer's selling price	d. per yd.	73·72	75·58	82·33	90·90	93·44
Light linen; 24 in. linen canvas. Producer's selling price	d. per yd.	22·62	22·90	26·09	30·29	29·69
RN/1 sail canvas. Producer's selling price	d. per yd.	68·50	68·62	73·66	78·53	78·12
MN/1 sail canvas. Producer's selling price	d. per yd.	57·33	59·11	65·05	68·03	67·56
18 oz. tarpaulin cloth. Producer's selling price	d. per yd.	51·83	52·09	55·95	58·53	58·12
Wool – Tops, colonial oil combed 64's. Average price to home trade (2)	d. per lb.	102·44	103·24	118·13	118·33	105·74
Wool – Tops, colonial oil combed carded 48's. Price to home trade (2)	d. per lb.	74·55	71·87	83·84	88·94	75·67
Wool yarns, worsted weaving 2 – 48's average 64's. Price to home trade (2)	s. per lb.	14·70	14·82	16·04	15·89	15·20
Wool yarn, hosiery, 2 – 20's, 48's carded, colonial, white. Price to home trade (2)	s. per lb.	8·91	8·73	9·68	10·32	9·36
Hides and skins:						
Ox and heifer hides, 70/79 lb., average of 1st clear and 1st warbled maximum and minimum, London and Manchester	d. per lb.	13·91	12·56	10·75	11·72	13·31
Cow hides, 59 lb. and under, average of 1st clear and 1st warbled maximum and minimum, London and Manchester (2)	d. per lb.	14·62	12·97	10·32	11·27	13·66
Calfskins, 8 lb. and under, average of 1st and 2nd class maximum and minimum, London and Manchester	d. per lb.	54·08	48·92	34·67	34·21	49·70
Bricks:						
Standard basic (refractory) bricks, 2½ in. Delivered consumer's works	£ per 1,000	182·83	186·00	187·50	187·50	187·50
Common bricks, 2½ in. fletton. Delivered site London, south of Thames	s. per 1,000	132·50	131·00	132·97	135·00	135·00
Common bricks, 2½ in. fletton. Delivered London rated stations (2)	s. per 1,000	115·50	114·00	115·97	118·00	118·00
Common bricks, 2⅝ in. other than fletton. Ex-works, all districts of Scotland	s. per 1,000	129·00	131·17	133·50	141·50	155·00
Stock bricks, common, nominal 2½ in. Ex-works, Kent and Essex	s. per 1,000	118·50	118·50	127·12	137·25	144·04
Glass sheet, 24 oz. ordinary glazing quality. Delivered lots of over 600 ft. super (3)	s. per 200 sq. ft.	122·42	128·42	131·25	..	..
	d. per sq. ft.	..	..	..	8·08	8·65
Glass G. G. ¼ in. polished plate in cut squares up to 5 ft. super	s. per ft. super	5·58	5·82	5·83	5·83	5·83
Cement, ordinary Portland. Delivered at London (Charing Cross) in non-returnable packages, minimum 6 ton loads (3)	s. per ton	114·48	116·00	118·50	121·00	124·13
Paper:						
Esparto art paper – white standard substance. 1 ton lots minimum quantity. Nett cash monthly	d. per lb.	19·00	19·17	19·51	20·04	20·40
M.G. enveloped paper. Card No. 3, sheets and reels. Nett delivered	£ per ton	85·75	80·25	80·83	84·08	87·00
M.G. Kraft, 19 lb. D.C. and above, reels. Price for less than 5 tons and not less than 1 ton. Delivered United Kingdom	£ per ton	91·69	90·56	88·94	91·25	96·50
Newsprint, machine finished in reels, 14 lb. demy 500's. Delivered publisher in United Kingdom	£ per ton	58·50	58·50	57·62	56·75	56·75
Paper bags, pure Kraft, D.C. 16 lb. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	17·63	17·67	18·05	18·67	..
Paper bags, Sulphite, D.C. 16 lb. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	16·44	16·50	16·89	17·50	..
Rubber tyres and tubes:						
Giant tyre cover, 7·50-20, heavy duty. Dealer's key price	£ each	22·29	22·10	22·83	22·73	23·42
Car tyre cover, 5·00-16, standard. Dealer's key price	£ each	4·89	4·67	4·89	4·89	..
Car tyre cover, 5·60-13, standard. Dealer's key price	£ each	..	..	..	..	4·70
Giant tube, 7·50-20, heavy duty. Dealer's key price	£ each	1·98	1·90	1·94	1·94	2·00
Car tube, 5·00-16, standard. Dealer's key price	s. each	16·37	15·77	16·17	16·17	..
Car tube, 5·60-13, standard. Dealer's key price	s. each	..	..	..	..	17·00

Commodities wholly or partly imported into the United Kingdom

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1961	1962	1963	1964	1965
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works (3)	£ per ton	186·00	180·75	180·98	190·81	196·00
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per ton	229·75	234·10	234·78	352·88	469·88
Lead, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	64·21	56·29	63·44	101·25	115·80
Nickel, refined, 1 ton and over, delivered consumer's works (2) (3)	£ per ton	630·00	649·28	642·00	642·00	642·00
Tin, ingot, min. 99·75 per cent, ex-ship, wharf or warehouse (2) (3)	£ per ton	889·05	896·88	910·17	1240·92	1414·13
Zinc, ex-ship, wharf or warehouse London, excluding duty or premium (2) (3)	£ per ton	77·73	67·46	76·70	118·12	115·00
Oils and resins:						
Linseed oil, crude, naked, ex-works	£ per ton	119·04	109·19	91·32	102·05	91·98
Palm kernel oil, crude, naked, ex-works (2)	£ per ton	95·32	92·36	104·58	108·41	129·41
Palm oil, crude, c.i.f., in bulk, Nigerian 5 per cent	£ per ton	82·81	76·32	79·07	84·76	98·92
Shellac, F.O.T.N. pure, ex-wharf	s. per cwt.	201·05	192·72	190·58	199·34	229·47
Rubber, raw, No. 1 R.S.S., one month future, London, average buyers' and sellers' prices (2) (3)	d. per lb.	24·59	23·06	21·56	20·28	20·80
Textiles:						
Cotton – American middling 15/16 in., spot Liverpool (2)	d. per lb.	23·27	23·67	22·84	22·52	22·46
Cotton linters – American 1st cuts, c.i.f. United Kingdom port	d. per lb. gross wt.	6·53	7·09	7·08	7·69	7·71
Wool, raw, c.i.f. U.K.:						
Merino, clean scoured 64's (3)	d. per lb.	90	94	106	105	92
Fine crossbred, dominion, clean scoured 58's (3)	d. per lb.	80	80	95	98	84
Medium and coarse crossbred, dominion, clean scoured 50's, (3)	d. per lb.	70	66	80	83	71
Jute, raw, c.i.f. Dundee:						
'Export Firsts'	£ per ton	161·49	112·68	113·74	122·58	129·93
'Export Lightnings'	£ per ton	147·54	94·50	94·87	109·08	118·16
East African sisal No. 1 grade, c.i.f. London	£ per ton	92·71	101·56	145·39	134·05	90·25
Ceylon coir fibre mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	34·72	30·84	33·84	42·75	42·12
Indian coir yarn, superior Anjengo, c.i.f.	£ per ton	127·54	134·40	130·94	124·21	119·58
Timber:						
Douglas fir (merchantable), c.i.f. London:						
Small sizes	£ per std.	77·00	82·33	90·36	98·00	98·00
Large sizes	£ per std.	79·42	83·17	90·36	98·00	98·00
Swedish redwood, c.i.f. London:						
Unsorted	£ per std.	99·26	96·16	97·79	103·00	107·50
Fifths	£ per std.	78·41	76·57	79·50	88·12	93·50
Woodpulp, c.i.f. East Coast, 3 months' payment basis:						
Chemical, sulphite, bleached (2) (3)	£ per ton	55·14	51·21	51·00	54·50	57·90
Chemical, sulphite, easy bleaching (3)	£ per ton	50·50	46·92	46·92	50·00	52·08
Chemical, sulphite, strong (3)	£ per ton	48·00	44·83	44·92	48·00	50·08
Chemical, sulphate, unbleached Kraft (3)	£ per ton	44·50	42·08	43·50	46·50	47·50
Mechanical, unbleached (3)	£ per ton	28·50	28·50	28·50	28·50	30·50

Notes:

(1) Prices in this table may not in all cases be representative. Specifications are stated as fully as possible against each commodity and the prices relate only to these specifications.

(2) Annual average prices for these commodities were published in the Statistical Abstract for the United Kingdom for the inter-war years up to 1938, though the specifications and terms of sale (e.g. delivery) were, in many cases, not strictly comparable.

(3) Annual average prices for these commodities are available for 1946-1953, though in some cases the specifications have changed.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Fxt. 7246 or 7216.

Exhibitions and Fairs

British toys succeed at 17th International Toy Fair, Nuremberg

(Report by the Commercial Section of the British Consulate-General, Munich).

On Saturday, February 12, the Prime Minister of Bavaria, Dr. Alfons Goppel, formally opened the 17th International Toy Fair to be held in Nuremberg since the first one held in 1949. Among others who attended the opening ceremonies and tour of the Fair were the Federal and Bavarian Ministers of Economics, the Lord Mayor of Nuremberg, and HM Minister (Economic) from the British Embassy, in Bonn, Mr. S. L. Edwards.

Nuremberg has long been recognised as the most important Toy Fair in the world and well over 1,000 exhibitors took part this year.

(*Continued on page* 467)

OVERSEAS PROMOTIONS SUPPLEMENT

Next week's issue of the Board of Trade Journal *will contain an illustrated supplement on Overseas Trade Promotions together with the full list (last published on November* 19, 1965) *of these events throughout the world.*

Mr. S. L. Edwards, HM Minister (Economics) in Germany (third from right) talking to executives of D. G. Todd & Co. Ltd., manufacturers of Bluebell dolls at their stand at Nuremberg.

MILAN FAIR

THE WORLD'S BIGGEST TRADE FAIR

FOR BUSINESSMEN THESE FIGURES COUNT: 14,000 EXHIBITING FIRMS □ 3600 FOREIGN EXHIBITORS FROM 86 COUNTRIES □ 51 NATIONS OFFICIALLY REPRESENTED □ 50 MILES OF DISPLAY FRONT □ 4 MILLION VISITORS AND BUYERS FROM 122 COUNTRIES

Visit the Milan Fair 14-25 April

During the year 30 special trade shows supplement the Milan Fair

Plan now for your visit to the next Milan Trade Fair. Order the Advance Catalogue which comes out ten weeks ahead of the Fair. It lists more than 80% of the products on show and is indexed in Italian, English, French, German and Spanish.

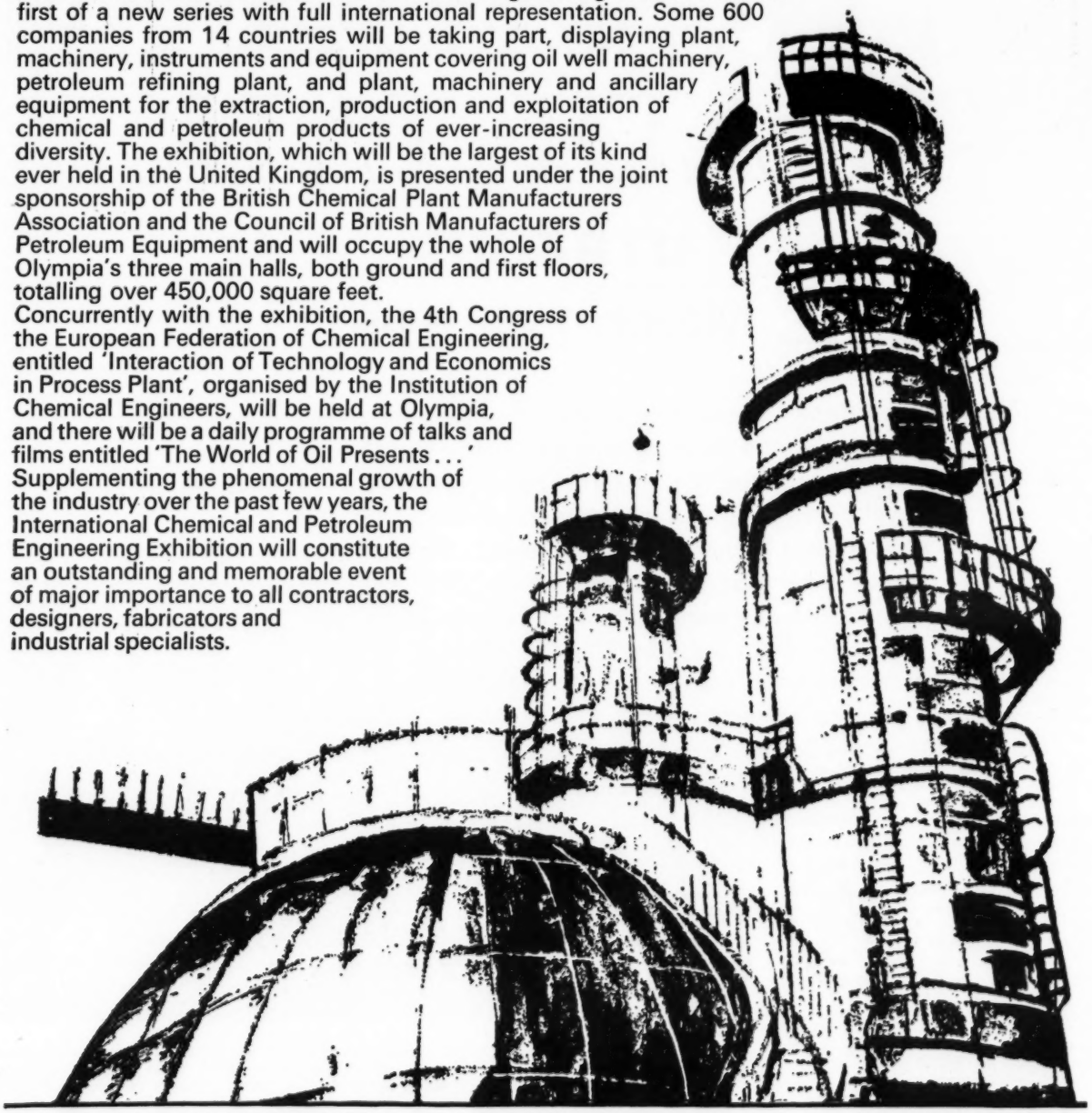
Information from the Milan Fair Representative: Dr. Vittorio Schiazzano - 31, Old Burlington St. - LONDON W. 1 - ☎ REGent 2411

International Chemical & Petroleum Engineering Exhibition Olympia, London 15-24 June 1966

The International Chemical and Petroleum Engineering Exhibition is the first of a new series with full international representation. Some 600 companies from 14 countries will be taking part, displaying plant, machinery, instruments and equipment covering oil well machinery, petroleum refining plant, and plant, machinery and ancillary equipment for the extraction, production and exploitation of chemical and petroleum products of ever-increasing diversity. The exhibition, which will be the largest of its kind ever held in the United Kingdom, is presented under the joint sponsorship of the British Chemical Plant Manufacturers Association and the Council of British Manufacturers of Petroleum Equipment and will occupy the whole of Olympia's three main halls, both ground and first floors, totalling over 450,000 square feet.

Concurrently with the exhibition, the 4th Congress of the European Federation of Chemical Engineering, entitled 'Interaction of Technology and Economics in Process Plant', organised by the Institution of Chemical Engineers, will be held at Olympia, and there will be a daily programme of talks and films entitled 'The World of Oil Presents . . .'

Supplementing the phenomenal growth of the industry over the past few years, the International Chemical and Petroleum Engineering Exhibition will constitute an outstanding and memorable event of major importance to all contractors, designers, fabricators and industrial specialists.



For further information, admission tickets, hotel and travel arrangements, please write to the organisers:
F. W. Bridges and Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1
Telephone: CHAncery 9011. Cables: Indatfa London WC1. Telex: 262567.

Midland Bank service at the INTERNATIONAL TRADE FAIR

UTRECHT

March 7-15, 1966

The Midland Bank's specialised service for overseas traders will be available in Utrecht throughout the period of the Fair.
Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development.
He will be visiting the Fair each day, or can be reached at the Hotel Krasnapolsky, Dam, Amsterdam (Telephone 6.31.63).
If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (Tel.: MONarch 9944), or through any one of our 2,600 branches in England and Wales.

Midland Bank
EXPERT AID FOR EXPORT TRADE

British participants numbered nearly 60, many exhibiting for the first time. The largest area taken by any one firm at the exhibition was the display of 8,000 square feet mounted by a British firm with the reputation of being the world's largest toy manufacturer. Many other British firms were showing on individual stands and a further 25 firms were organized in joint venture displays mounted as a co-operative effort between the British Toy Manufacturers' Association and the Board of Trade. Such has been the success of the joint venture at Nuremberg in past years that a second joint display was organized this year in the Europa Haus, a fine new specially built hall only recently completed.

Good press coverage resulted from a well attended press conference, held by the British Toy Manufacturers' Association at which the Vice-President of the Association, Mr. Arthur Katz and HM Minister (Econ.), Mr. Edwards addressed reporters. Mr. Edwards complimented the British toy manufacturers on their excellent export record and in particular on the considerable achievement in nearly doubling exports to Germany in 1965 to DM 21 million compared with 1964.

Business was reported to be brisk by many British exhibitors during the first days and the international nature of the Fair is well illustrated by many of the orders taken. The Fair authorities reported that within the first three days 376 buyers from overseas, that is outside Europe, had registered and that there were visitors from 45 countries. One British exhibitor reported orders worth £40,000 for scientific toys received over two days. Another exhibitor reported an order worth £10,000 from the United States for painting sets and other orders included £5,000 for electric car racing sets to Sweden, £11,000 for play suits to Austria and a large order for plastic war toys and guns for Japan. British exhibitors generally expressed themselves well satisfied with the interest shown in their products during the first few days and were looking forward to substantial business during the Fair. Many sample orders were taken which should result in considerable orders during the year. The British exhibitors forming part of the second joint venture stand, who were thus exhibiting for the first time, were all delighted with the response and were hopeful of obtaining worthwhile orders.

The success of the British participation at Nuremberg, both individual and collective, has shown that British toys retain their world-wide appeal and that they remain highly competitive in quality and often in price.

The next International Toy Fair will be held in Nuremberg from February 12-17, 1967. British firms interested in participating are advised to contact the United Kingdom agents Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, E.C.4, or the organizers direct, Spielwarenmesse GmbH., 85 Nuremberg, Berliner Platz 24.

Praise for BoT

THE WORK of the Board of Trade in the promotion of British Weeks abroad was praised by Mr. Michael Montague, chairman of the Committee for Exports to Asia (a section of the British National Export Council) at a Press conference in London on February 16 prior to the opening next month (March 3-12) of the Hong Kong British Week by HRH the Princess Margaret.

Mr. Montague said that the continuing and growing success of these Weeks was due almost entirely to the tremendous care and effort put into their promotion by the often-maligned Board of Trade.

A feature of the Hong Kong British Week is the British Engineering Display at the Ocean Terminal, in which over 200 firms are exhibiting.

US store buyer to visit UK

THE BOARD OF TRADE have been advised that Miss L. Pine, home furnishings co-ordinator of the Maison Blanche Co., New Orleans, will be visiting Britain from April 6-8. The store will be holding a promotion this year featuring British goods and manufacturers. Exporters wishing to meet Miss Pine should contact the London Buying House for this store which is Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301/2).

ELECTRIC FIRES AIR-FREIGHTED TO HOLLAND

A large consignment of Sunhouse 'Vista-flame' electric fires was recently air-freighted to Amsterdam, Holland. This followed an urgent order received by Radiation International Limited, the company which exports all Radiation domestic appliances. It was decided to air-freight the fires instead of shipping them by more conventional methods because the fires were required in time for the Saint Nickolaas festive season. The 'Vista-flames' were part of a considerable order gained by Radiation (Nederland) N.V. from Technische Unie of Amsterdam, one of the leading Dutch electrical wholesalers.

TROMPE L'OEIL DRESS

Mr. John Carr Doughty, who claims to be Britain's top knitwear designer, left for the United States recently to negotiate a design contract. He was accompanied by his wife, who is seen here wearing his latest design achievement, the trompe l'oeil (fool-the-eye) dress, which is to be manufactured commercially in 21 countries during 1966.

British garden equipment on show in Brussels

BRITISH GARDEN tools and horticultural equipment were displayed at the Brussels Salon du Jardin (Gardening Exhibition) which opened on February 26. The British contribution was arranged by the Federation of British Horticultural Exporters in collaboration with the Board of Trade. The exhibition will close on March 6.

Exhibits from the four firms participating in the 'joint venture' display included lawnmowers, stainless steel spades and forks, trowels, hoes and rakes. Hand tools such as secateurs, pruners and shears were also shown including models designed especially for the disabled gardener who has an impaired grip or is unable to stoop or kneel. The practical uses of plastics in horticulture were demonstrated and ancillary equipment for greenhouses such as ventilation, soil warming, mist propagation and automatic watering systems were displayed.

Exports of British garden tools and equipment exceeded £2 million in 1965 of which over £11,000 worth went to Belgium.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 527, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2636.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

This man is a Hardware Buyer. In April he will be joined by 32,000 other Hardware Buyers from 62 countries who will see over 25,000 different products at the 1966 International Hardware Trades Fair.

The largest specialised fair dealing exclusively with the Hardware Trade, the H.T.F. attracts the cream of Hardware Buyers and Manufacturers from all over the world.

75 Foreign Exhibitors will be bringing new lines and developments in Hardware from Europe, from North America and from Australasia.

1,500 entirely new products will be on show for the first time. Among them will be your lead lines for 1966.

The best of British Hardware exhibited by all the leading manufacturers, the official Hardware Organisations representing Manufacturers, Wholesale Factors and Retailers, and buyers with a spending power exceeding £1,000 million a year, are gathered together under one roof at the Hardware Trades Fair.

If you're in Hardware—you must go to the H.T.F.

12th INTERNATIONAL

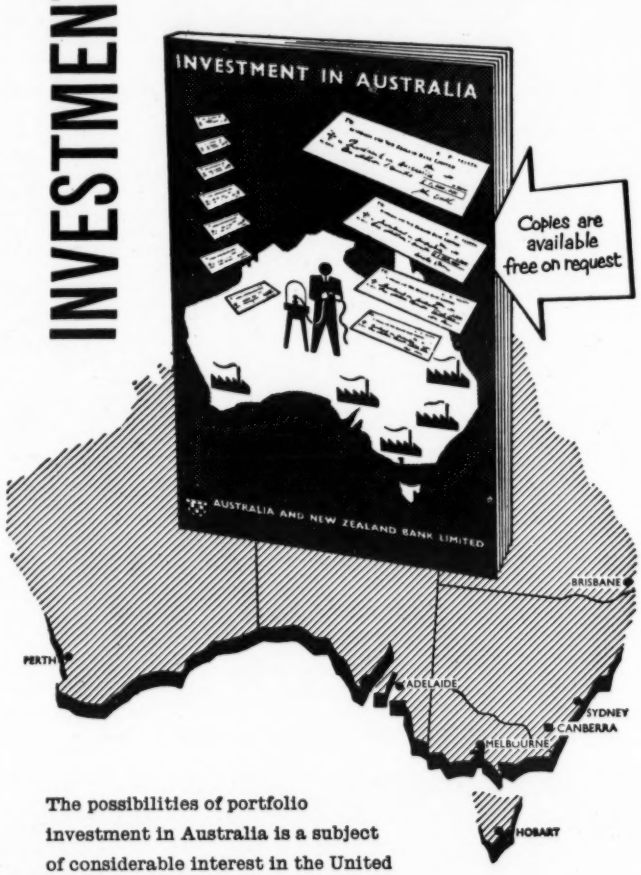
HARDWARE TRADES FAIR

HTF

OLYMPIA · LONDON · April 25th-29th 1966

UNIVERSAL EXHIBITIONS LTD., 9, CASTLE PLACE, HIGH WYCOMBE, BUCKS., ENGLAND
Telephone: High Wycombe 21391-2-3

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

Avenues of investment
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TRADE AND FINANCIAL ARRANGEMENTS

Italy and Hungary

IT WAS ANNOUNCED in the Italian press, *Informazioni Commercio Estero* on December 9, 1965, that a long-term trade agreement covering the period 1966 to 1969 was signed in Budapest on December 1, 1965.

Italian exports to Hungary will include citrus fruit and other agricultural produce, rice, chemicals and pharmaceutical products, synthetic fibres, rubber, hides, cork and cork articles, cardboard and paper products, iron and steel products, industrial, agricultural and domestic machinery, installation and machinery for mining, electrical apparatus and equipment, scientific and medical precision instruments, and diesel motors and parts.

Hungarian exports to Italy will include live cattle and sheep, beef, poultry, agricultural produce including butter, cheese, eggs, honey, dried vegetables, sugar, chemicals, oil seeds, woven fabrics of flax, hemp, glass, steel tubes, locks and padlocks, industrial machinery, electrical machinery and equipment, and articles for camping. Detailed information is available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 7200G.

Bulgaria and Italy

IT WAS ANNOUNCED in the Italian press, *Informazioni Commercio Estero*, number 52 on December 30, 1965, that a long-term trade agreement for the period 1966 to 1969 between Bulgaria and Italy was signed in Sofia on December 10, 1965.

Bulgarian exports to Italy will include live cattle and sheep, beef, poultry, butter, eggs, cheese, maize, oil seeds, vegetable oil, kaolin, tobacco, glassware, carpets and handicraft articles, semi-finished products of iron and steel, non-ferrous metals, commercial and industrial machinery and parts, electrical equipment and parts also timber and veneers.

In return Italy will export to Bulgaria complete industrial installations and equipment for the production of chemicals, synthetic fibres, textile yarns, tanning extracts, tyres, synthetic rubber, paper products, metal cutting machinery, agricultural machinery, electrical machinery for industrial and domestic use, iron and steel products, hides, tobacco, cheese, rice, and citrus fruit. Detailed information is available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 646G.

Italy and Albania

THE ITALIAN Ministry of Foreign Trade has published new quota lists for 1966 under the long-term trade agreement of December 19, 1964, between Italy and Albania.

The revised quotas show increases in Italian exports of steel plates, rubber and cork manufactures, motor vehicles and parts, and machinery for metal working, marble working and food processing. Exports of plastic materials are a new item, but there will be a reduction in pharmaceutical and cosmetic products, and in chemical plant. From Albania, Italy is to import additional quantities of wood panelling, hides and skins, cheeses, wine and medicinal plants, and reducing her imports of crude petroleum and spirits. New items figuring in the list are furniture and coloured marble.

The Italian text of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extn. 449, 450) quoting CRE 2922G.

Cuba and Morocco

THE MOROCCAN *Bulletin Officiel* of January 19, 1966, announced the signing in Havana on February 18, 1965, of a two-year trade agreement, coming into effect on January 1, 1966, between Cuba and Morocco.

Quotas have been established for Cuban exports to Morocco of unrefined sugar and tobacco products.

Moroccan goods for export to Cuba are divided into two lists, the first, which includes phosphates, tinned fish, fish meal, dried beans, miscellaneous foodstuffs, ammonium nitrate and other products, being goods for which there are fixed quota values, and the second consisting of protein concentrate, cork products, glassware, vegetable horsehair, ready made clothing, ammonia, lorries, asbestos-concrete piping, cereals, canary seed, formica, essential oils, plastics material, radiators, leather shoe welts, insecticides and disinfectants, ferrous sulphate, agar-agar, paper pulp, woollen blankets, fire bricks, textiles, enamel articles and maize, being indicative only.

The French text of the announcement may be seen at the Commercial Relations and Exports Department, Board of Trade, Room 355, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2292). Inquiries relating to this notice should quote reference CRE 3337/G.

Pakistan and Poland

THE GOVERNMENTS of Pakistan and Poland entered into an agreement for the exchange of goods between the two countries on December 10, 1965. The main commodities to be exchanged are raw jute and cotton, cotton yarn and cotton waste from Pakistan and iron and steel products, tools and other machinery from Poland.

Two schedules listing the goods to be exchanged are attached to the agreement. These lists may be seen and any further information obtained from Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Tunisia and Czechoslovakia

THE TUNISIAN *Journal Officiel* of January 25-28 announced details of the trade agreement of 1964 between Tunisia and Czechoslovakia as it applies for 1966. Quotas under the agreement show a number of increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449 or 450).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(35/66) Airport Lights for Department of Civil Aviation. March 15. E.S.B. 6466/66.*

State Electricity Commission of Queensland:

(36/66) Circuit Reclosers. March 30. E.S.B. 6758/66.*

(36/66) KWH Meters. March 30. E.S.B. 6759/66.*

State Electricity Commission of Victoria:

(31/66) Insulators. (Further Information.) Closing date extended March 21. E.S.B. 2935/66.*

(35/66) Turbo-Generators. June 14. E.S.B. 6465/66.

BELGIUM

(35/66) NATO Infrastructure Contract. Provision of Pipes and Construction of Pipeline for the Belgian Authorities. Apply by March 15. G.D. 321/66.

BRAZIL

(34/66) Hydro-Electric Equipment for Centrais Electricas de Minas Gerais S.A. March 31. E.S.B. 6127/66.*

BURMA

People's Oil Industry:

(31/66) Centrifugal Pumps. March 31. E.S.B. 5684/66.*

(31/66) Anchors, Chains, Etc. March 31. E.S.B. 5685/66.*

(31/66) Garage Equipment. March 31. E.S.B. 5689/66.*

(31/66) Trucks. March 31. E.S.B. 5908/66.*

(36/66) Fire Fighting Vehicles for People's Stores Corporation. March 15. E.S.B. 6761/66.*

(31/66) Pumps for Public Works Corporation .No. 60. March 31. E.S.B. 5692/66.*

Trade Corporation:

(31/66) Hand Winches. March 31. E.S.B. 3686/66.*

(31/66) Steel Sheets. March 10. E.S.B. 5687/66.*

(31/66) Pumps and Accessories. March 18. E.S.B. 5688/66.*

(31/66) MS Plate. March 31. E.S.B. 5691/66.*

(32/66) Towing Tractor. March 31. E.S.B. 5907/66.*

(32/66) Breakdown Recovery Vehicle. March 31. E.S.B. 5906/66.*

(34/66) Fire Hose. March 10. E.S.B. 6321/66.*

CANADA

(36/66) Gantry Crane for British Columbia Hydro and Power Authority. April 26. E.S.B. 6796/66.

CEYLON

36/66) Workshop and Foundry Equipment for Ceylon Fisheries Corporation. March 31. E.S.B. 6720/66.*

(35/66) Non-Ferrous Metals for Ceylon State Hardware Corporation. April 6. E.S.B. 6478/66.*

(36/66) Leather Cloth for Ceylon Transport Board. March 16. E.S.B. 6738/66.*

(35/66) Plastic Water Tubes for Government Stores Department. March 22. E.S.B. 6480/66.

(35/66) Weighing Machines for Ministry of Finance. March 22. E.S.B. 6479/66.

FORMOSA

Central Trust of China:

(35/66) Navigational Equipment. March 12. E.S.B. 6496/66.*

(35/66) Ferro-Manganese. March 12. E.S.B. 6497/66.*

(35/66) Drill Steel Bar. March 15. E.S.B. 6704/66.*

(35/66) Steel Pipe. March 15. E.S.B. 6494/66.*

(35/66) Drill Bits. March 15. E.S.B. 6705/66.*

(35/66) Pipe Threading Machines. March 15. E.S.B. 6706/66.*

(35/66) Nylon Filter Cloth. March 15. E.S.B. 6709/66.*

(36/66) Filter and Accessories. March 18. E.S.B. 6722/66.*

(36/66) Steam Generator Cleaning. March 18. E.S.B. 6731/66.*

(36/66) Seamless Steel Pipe. March 15. E.S.B. 6710/66.*

(36/66) Varidrives and Syncrogear. March 17. E.S.B. 6723/66.*

(36/66) Turret Heads. March 17. E.S.B. 6724/66.*

(36/66) Air Compressor. March 10. E.S.B. 6725/66.*

(36/66) Telephone Equipment. March 15. E.S.B. 6726/66.*

36/66) Agricultural Machinery Parts. March 18. E.S.B. 6729/66.*

(36/66) Liner Board. March 12. E.S.B. 6498/66.*

(36/66) Flowmeter. March 14. E.S.B. 6500/66.*

(36/66) Trolley Batcher. March 16. E.S.B. 6701/66.*

(36/66) Crank Shaft; Steel Round Bar. March 14. E.S.B. 6703/66.*

(36/66) Grinding Machine. March 15. E.S.B. 6702/66.*

(36/66) Steam Generator Cleaning. March 18. E.S.B. 6730/66.*

British Insulated Callender Construction Co. Ltd. supplied materials for the electrification scheme in Kharj, Saudi Arabia. The illustration shows street lighting and house service connections being made on the PU poles which carry the 6,600-volt overhead line. The PU pole is a steel lattice pole, fabricated and hot-dip galvanized by Painter Bros. of Hereford, a member of the BICC Group.

(36/66) Locomotives for Ministry of Industries and Fisheries. March 23. E.S.B. 6737/66.*

(35/66) Contractors' Plant; Drilling Equipment for Ministry of Nationalized Services. April 30. E.S.B. 6477/66.*

River Valleys Development Board:

(36/66) Vehicles. March 22. E.S.B. 6736/66.*

(36/66) Canteen Equipment. March 10. E.S.B. 6741/66.

(36/66) Hardware. March 10. E.S.B. 6742/66.

(36/66) Office and Drawing Office Equipment. March 10. E.S.B. 6743/66.

(36/66) Survey Instruments. March 10. E.S.B. 6744/66.

(36/66) Contractors Tools. March 10. E.S.B. 6745/66.

(36/66) Sports Goods. March 10. E.S.B. 6746/66.

UNITED ARAB REPUBLIC (EGYPT)

(34/66) Electric Lamps for Egyptian Railways. March 19. E.S.B. 6458/66.

GERMANY, FEDERAL REPUBLIC OF

(35/66) Air Compressor and Ancillary Equipment for Staatshochbauamt Fuer Die Universitaet, Bochum. March 16. E.S.B. 6468/66.

(35/66) Filters for Staatshochbauamt Fuer Die Universitaet, Bochum. March 16. E.S.B. 6469/66.

GREECE

Ministry of Commerce:

(32/66) Tractor and Accessories. March 16. E.S.B. 6316/66.*

(32/66) Pumps. March 17. E.S.B. 6317/66.*

(32/66) Automatic Camera. March 21. E.S.B. 6319/66.*

INDIA

(31/66) Water Pumps for Andhra Pradesh State Electricity Board. March 10. E.S.B. 5657/66.

For: ACCURACY, EFFICIENCY and SPEED in TECHNICAL, COMMERCIAL and GENERAL

TRANSLATIONS

Contact **SPANIMEX TRANSLATORS AND INTERPRETERS**

32-34 Borough High Street, S.E.1. Tel.: HOP 2141 Telex: 261616

(31/66) Workshop Equipment for Beas Purchase Organization. March 10. E.S.B. 5649/66.*
Director-General of Supplies and Disposals:
(32/66) Generating Plant and Equipment. March 15. E.S.B. 6320/66.*
(31/66) Tin Ingots. March 18. E.S.B. 5648/66.*
(35/66) Lightning Arresters for Gujarat Electricity Board. (Further Information.) No import licence will be provided for this tender which will be purchased from indigenous manufacturers. E.S.B. 4630/66.
Hindustan Aeronautics Ltd.:
(36/66) Rectifiers. March 17. E.S.B. 6932/66.
(36/66) Cold Storage Units. March 19. E.S.B. 6934/66.
(35/66) Elevators for Nagarjunasagar Dam Project. (Further Information.) Closing date postponed to March 15. E.S.B. 2970/66.
(31/66) Dam Construction for Public Works Department, Government of Mysore. March 15. E.S.B. 5614/66.
(32/66) Capacitors for Rajasthan State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 46678/65.*

IRAN

Iranian State Railways:
(34/66) Washing Machine. April 28. E.S.B. 6430/66.*
(34/66) Wire. May 7. E.S.B. 6429/66.*
(32/66) Water Boilers for Iranian Tobacco Monopoly. April 23. E.S.B. 5936/66.*

IRAQ

Central Foreign Purchasing Board:
(34/66) Erythromycin. March 20. E.S.B. 6445/66.
(34/66) Electric Fans. March 26. E.S.B. 6446/66.
Iraqi Ports Administration:
(34/66) Tarpaulin. March 10. E.S.B. 6450/66.
(34/66) Sanitaryware. March 10. E.S.B. 6449/66.
Ministry of Defence:
(34/66) Recording Instruments. (Re-issue of Tender.) Closing date now March 29. E.S.B. 36612/65.*
(34/66) Cooking Units. (Further Information.) Closing date postponed to March 12. E.S.B. 35724/65.*
(34/66) Spare Parts for Receiver. (Further Information.) E.S.B. 22146/65.*
(35/66) Duplicating Machines. March 22. E.S.B. 6470/66.*
Ministry of Finance:
(34/66) Printing Press. April 2. E.S.B. 6447/66.
(34/66) Magnetic Tapes. April 2. E.S.B. 6448/66.
Ministry of Municipal and Rural Affairs:
(34/66) Transmission Line Installation. April 19. E.S.B. 6441/66.
(34/66) Transmission Lines. April 19. E.S.B. 6442/66.
(34/66) Tubular Poles and Brackets. March 29. E.S.B. 6443/66.
(34/66) Hospital Construction for Ministry of Works and Housing June 15. E.S.B. 6451/66.
(34/66) Switchboards for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 2897/66.*
(34/66) Factory Plant and Machinery for Tobacco Monopoly Administration. April 28. E.S.B. 6453/66.*

JORDAN

(31/66) Automatic Bakeries for Ministry of National Economy. (Advance Information.) Closing date not yet known. E.S.B. 5842/66.
(36/66) Protective Containers; Ammeter for Jordan Petroleum Refinery Co. Ltd. March 15. E.S.B. 6753/66.*

LEBANON

(35/66) Sluice Gates and Valves for L'Office National du Litani. Closing date March 30. (Pre-Qualification.) E.S.B. 6476/66.

LIBYA

(33/66) House Construction for The Barce Reconstruction Organization. March 23. E.S.B. 6339/66.
(33/66) Laboratory Furniture for Geology Department Faculty of Science. April 13. E.S.B. 6337/66.
(32/66) Well Drilling for Ministry of Agriculture. March 14. E.S.B. 6338/66.
Ministry of Finance:
(33/66) Sewer Construction. May 2. E.S.B. 6332/66.
(33/66) Construction of Reservoirs. March 28. E.S.B. 6335/66.
(33/66) Medical Apparatus for Ministry of Public Health. March 21. E.S.B. 6334/66.
Public Works Department:
(35/66) Construction Project. (Further Information.) Closing date postponed to April 11. E.S.B. 46805/65.
(35/66) Construction Project. (Further Information.) Closing date postponed to April 11. E.S.B. 46804/65.

Leaving the works en route to Heidelberg is the largest production lapping machine ever produced in Europe – the new 72 in. Lapmaster designed and built by Payne Products International of Slough. The machine weighs 10½ tons and costs £12,500. Three more machines have been ordered by German manufacturers.

MOROCCO

(36/66) Electrical Installations for L'Office National de l'Electricite. (Pre-Qualification.) March 19. Tender documents (in French) available. E.S.B. 6740/66.*

NETHERLANDS

(35/66) Waterway Improvement Works for Chief Engineer, Director of Waterways. March 15. E.S.B. 6752/66.

NEW ZEALAND

General Post Office:
(34/66) Capacitors. March 18. E.S.B. 6428/66.*
(35/66) Cardboard. March 18. E.S.B. 6483/66.*
(31/66) Paper for Government Printing Office. March 16. E.S.B. 5697/66.*

PAKISTAN

Director of Supply:
(31/66) Smoke Ejector and Diving Apparatus. March 10. E.S.B. 5678/66.*
(32/66) Wiring Equipment. March 30. E.S.B. 5666/66.
(35/66) Fire Fighting Equipment. March 9. E.S.B. 6490/66.*
(35/66) Projectors; Record Players and Tape Recorders. April 5. E.S.B. 6493/66.*
(36/66) Breathing Apparatus. March 16. E.S.B. 6734/66.
(36/66) Fire Escape and Nozzle. March 14. E.S.B. 6733/66.
(31/66) Bridge and Crossing Sleepers for East Pakistan Railway Board. March 31. E.S.B. 5665/66.*
(35/66) Telecommunication System for Titas Gas Transmission and Distribution Co. March 31. E.S.B. 6491/66.*
(36/66) Steel Rails for West Pakistan Railway Board. March 20. E.S.B. 6994/66.

PHILIPPINES, REPUBLIC OF THE

(36/66) Switchgear for National Power Corporation. March 29. E.S.B. 6754/66.*

SINGAPORE, REPUBLIC OF

(35/66) Transmitters for Ministry of Culture. March 15. E.S.B. 6463/66.*

SOUTH AFRICA

(34/66) Pumping Equipment and Accessories for Durban City Council. March 25. E.S.B. 6464/66.*
South African Railways:
(31/66) Lathes. March 25. E.S.B. 5637/66.*
(35/66) Cranes. March 18. E.S.B. 6462/66.
State Tender Board:
(33/66) Laboratory Equipment. March 10. E.S.B. 6391/66.*
(33/66) Machine Tools. March 10. E.S.B. 6389/66.*
(33/66) Slide Projectors. March 10. E.S.B. 6411/66.*
(33/66) Steel Tanks. March 11. E.S.B. 6413/66.*
(33/66) Laboratory Equipment. March 9. E.S.B. 6415/66.*
(33/66) Fork Lift Truck. March 9. E.S.B. 6387/66.*
(33/66) Steel Wire Rope. March 17. E.S.B. 6390/66.*
(34/66) High Speed Dissolver. April 1. E.S.B. 6459/66.*
(34/66) Transformer. March 22. E.S.B. 6388/66.*
(34/66) Tape Recorder. March 16. E.S.B. 6386/66.*
(34/66) Telegraph Equipment. March 18. E.S.B. 6417/66.*
(34/66) Switchboards. March 16. E.S.B. 6418/66.*
(34/66) Testing Equipment. March 17. E.S.B. 6419/66.*
(34/66) VHF Transmitters, Etc. March 18. E.S.B. 6420/66.*

SPAIN

(31/66) Approach Systems for Airports for Ministerio Del Aire. Closing date not yet known. E.S.B. 5643/66.

SUDAN

(32/66) Cables for Central Electricity and Water Administration. March 10. E.S.B. 5978/66.*
Sudan Gezira Board:
(32/66) Aerial Spraying Contract. March 19. Tender documents (instructions and agreement only) available. E.S.B. 5700/66.*
(31/66) Insecticides. March 12. E.S.B. 5901/66.*
(32/66) Rail Cars for Sudan Railways. March 31. E.S.B. 5991/66.

SYRIAN ARAB REPUBLIC

(35/66) Water Treatment Plant for Electricity Department of Lattakia. Closing date postponed to March 28. E.S.B. 46836/65.
(34/66) Beating Picks for Hedjaz Railways. March 31. Tender documents (in French) available. E.S.B. 6457/66.*
(34/66) Chemicals for Syrian General Petroleum Authority. March 22. Tender documents (conditions in Arabic, specifications in English) available. E.S.B. 6454/66.*

THAILAND

(34/66) Transmission Line Hardware for The Metropolitan Electricity Authority. March 16. E.S.B. 6431/66.*
The Telephone Organization of Thailand (Ploenchit Road):
(34/66) Telephones. March 14. E.S.B. 6433/66.
(34/66) Telephone Sets. March 11. E.S.B. 6432/66.
State Railway of Thailand (Yod-Se):
(34/66) Machine Tools. March 15. E.S.B. 6438/66.
(34/66) Wool. March 23. E.S.B. 6440/66
(34/66) Machine Tools. March 11. E.S.B. 6436/66.
(34/66) Switches. March 14. E.S.B. 6437/66.
(34/66) Pumping Sets. March 31. E.S.B. 6434/66.

TURKEY

Naval Forces Command:
(33/66) Alternator Sets. March 10. E.S.B. 5977/66.*
(33/66) Oil Purifiers. March 10. E.S.B. 6396/66.*
(34/66) Steering Gear. March 10. E.S.B. 6395/66.*
(34/66) Pumps. March 10. E.S.B. 6397/66.*
(32/66) Rubber Dinghies for State Hydraulic Works. March 11. E.S.B. 5972/66.*
(32/66) Ventil Machines (Sic) and Paper Cutting Machines for Turkish Cement Industries Corporation. March 28. E.S.B. 5973/66.*

UGANDA

(32/66) Switchboards for Uganda Electricity Board. March 10. E.S.B. 5976/66.

VENEZUELA

Instituto Nacional de Obras Sanitarius:
(35/66) Pipe Lines. March 31. E.S.B. 6713/66.
(36/66) Pipe Line Installation. March 29. E.S.B. 6714/66.

AIR-INDIA
A BOEING A DAY TO THE U.S.A.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

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Algeria
(34/66) Agency inquiry for camping kit; carriages and cots; sports goods; toys. E.S.B. 6295/66.
(32/66) Inquiry for filing cabinets; school supplies; stationery. E.S.B. 6077/66.
(32/66) Inquiry for fire-fighting equipment; firemen's uniforms. E.S.B. 5090/66.
(34/66) Inquiry in respect of furniture. E.S.B. 6267/66.

Australia
(31/66) Inquiry for chain and rope fittings. E.S.B. 5256/66.
(32/66) Manufacture under licence – engineering products. E.S.B. 5744/66.
(32/66) Inquiry for imitation wood mouldings; ornamental lamps. E.S.B. 5013/66.
(33/66) Inquiry for bulk fertilizer handling equipment. E.S.B. 6087/66.
(33/66) Inquiry for giftware; novelties. E.S.B. 6037/66.
(34/66) Inquiry for gas appliances; sanitaryware; tiles; tools. E.S.B. 4556/66.
(35/66) Manufacture under licence – caravan equipment. E.S.B. 6640/66.

Austria
(33/66) Agency inquiry for boots and shoes; clothing; hosiery. E.S.B. 3359/66.

Austria/USSR
(31/66) Trade Agreement. C.R.E 3074/G.

Bahamas
(32/66) Inquiry for fish. E.S.B. 5753/66.

Bolivia
(32/66) Inquiry for billiard equipment; drugs; toys. E.S.B. 5310/66.
(34/66) Inquiry for bleachers and detergents; packaging machinery; rotating cleaners; washing machines and spin dryers. E.S.B. 5010/66.

Bulgaria/Italy
(35/66) Trade and financial arrangements. C.R.E. 646/G.

Canada
(32/66) Agency inquiry for drills; taps and dies. E.S.B. 5600/66.
(32/66) Agency inquiry for piece-goods; yarns. E.S.B. 46032/65.
(34/66) Agency inquiry for boiler room accessories. E.S.B. 6518/66.
(34/66) Agency inquiry for sporting goods; toys and games. E.S.B. 6599/66.
(31/66) Inquiry for handbags and purses; clothing; household textiles; shoes. E.S.B. 4576/66.
(33/66) Inquiry for auto accessories. E.S.B. 5836/66.
(35/66) Inquiry for laboratory equipment. E.S.B. 6039/66.
(35/66 Inquiry for marmalade. E.S.B. 6642/66.
(35/66) Inquiry for heating equipment; refractories; thermometers. E.S.B. 5027/66.
(35/66) Inquiry for storage tanks for propane gas. E.S.B. 6646/66.
(35/66) Inquiry for industrial waste treatment equipment. E.S.B. 5349/66.

China
(32/66) New Import and Export Corporation. E.S.B. 2416/66.

Cuba/Bulgaria
(33/66) Trade Agreement. C.R.E. 3174/G.

Cyprus
(32/66) Agency inquiry for bedspreads and sheets; hosiery; women's hats. E.S.B. 5644/65.
(32/66) Agency inquiry for carpets; furnishing fabrics; yarns. E.S.B. 3770/66.

Czechoslovakia/Bulgaria
(34/66) Trade Agreement. C.R.E. 9321/G.

Czechoslovakia/Cuba
(34/66) Economic Agreement. C.R.E. 2696/G.

Czechoslovakia/Ghana
(34/66) Economic Agreements. C.R.E. 8597/G.

Denmark
(32/66) Agency inquiry for automotive components; spare parts and accessories. E.S.B. 17134/65.
(33/66) Agency inquiry for tyres. E.S.B. 6088/66.

East Germany/Bulgaria
(32/66) Trade Agreement. C.R.E. 8933/G.

France
(33/66) Agency inquiry for public works machinery and equipment; tap, cocks and valves; vinylic tubes. E.S.B. 6155/66.
(34/66) Agency inquiry for costume jewellery; giftware. E.S.B. 6569/66.
(34/66) Agency inquiry for electronic, laboratory and scientific equipment. E.S.B. 6281/66.
(35/66) Agency inquiry for clothing; cutlery; giftware; glassware; household linen; leather goods; jewellery; table-ware. E.S.B. 36567/65.
(32/66) Inquiry for knitwear; shirts. E.S.B. 5737/66.
(36/66) Inquiry for lipstick holders; mirrors; powder compacts. E.S.B. 6893/66.

Germany, Federal Republic of
(33/66) Agency inquiry for biscuits; confectionery; preserves. E.S.B. 5550/66.
(33/66) Agency inquiry for clothing. E.S.B. 5575/66.
(34/66) Agency inquiry for furniture. E.S.B. 6505/66.
(32/66) Inquiry for pipe sockets. E.S.B. 3985/66.
(32/66) Inquiry for hand tools. E.S.B. 671/66.
(33/66) Inquiry for beer. E.S.B. 5768/66.
(33/66) Inquiry for hospital equipment and furnishings. E.S.B. 6219/66.
(33/66) Inquiry for hollow spindles. E.S.B. 5830/66.
(33/66) Inquiry for whisky. E.S.B. 5803/66.
(34/66) Inquiry for handbags. E.S.B. 6566/66.
(34/66) Inquiry for seeds. E.S.B. 6210/66.
(34/66) Inquiry for whisky and gin. E.S.B. 5879/66.
(34/66) Inquiry for polo clothing. E.S.B. 3409/66.
(35/66) Inquiry for alcoholic drinks; confectionery; foodstuffs; tobacco. E.S.B. 6883/66.
(35/66) Inquiry for cooling towers. E.S.B. 5860/66.
(35/66) Inquiry for tools. E.S.B. 6550/66.

Gibraltar
(31/66) Inquiry for biscuits; confectionery; crisps. E.S.B. 46478/65.

Greece
(33/66) Agency inquiry for knitting wool; pullovers; raincoats; shirtings;; textiles. E.S.B. 6159/66.
(32/66) Inquiry for shot blasting machines. E.S.B. 2509/66.

Hong Kong
(35/66) Agency inquiry for valves. E.S.B. 6089/66.

Israel
(31/66) Agency inquiry for automotive products. E.S.B. 5727/66.
(31/66) Agency inquiry for grading machines. E.S.B. 5540/66.
(32/66) Agency inquiry for hydraulic equipment accessories; office machinery. E.S.B. 9220/64.
(33/66) Agency inquiry for tissue paper. E.S.B. 41908/65.
(33/66) Agency inquiry for tools. E.S.B. 6110/66.
(36/66) Agency inquiry for cranes; elevators; scaffolding; winches. E.S.B. 6870/66.
(33/66) Inquiry for pressure valves. E.S.B. 6246/66.
(33/66) Inquiry for self-adhesive tape. E.S.B. 31426/65.
(33/66) Inquiry for toy making machinery and requisites. E.S.B. 6216/66.

Italy
(32/66) Agency inquiry for women's clothing. E.S.B. 5732/66.
(34/66) Agency inquiry for scientific equipment. E.S.B. 6570/66.
(36/66) Agency inquiry for metal work. E.S.B. 6698/66.

Italy/Hungary
(35/66) Trade and financial arrangements. C.R.E. 7200/G.

Italy/Iran
(35/66) Trade Agreement. C.R.E. 16283/G.

Italy/Pakistan
(33/66) Trade Agreement. C.R.E. 5132/G.

Jamaica
(32/66) Agency inquiry for toys. E.S.B. 23757/65.

The Badalex Division of the Sale Tilney group of companies favour air freightage. Delicate machines are wrapped in polythene, mounted on to pallets and fixed by stabilizing webbing, where they are secured to the floor of the aircraft. Illustrated here is a machine for the manufacture of special-purpose miniature lamps. Within two days of leaving the Badalex Southend works it was on the shop floor of the customer thousands of miles away. Weighing one ton, total transport cost, including wrapping and mounting, from door to door was £240.

Japan
(32/66) Agency inquiry for giftware; hollow-ware; lighting fixtures; reproduction furniture. E.S.B. 5762/66.

Jordan
(32/66) Agency inquiry for hardware; sanitaryware. E.S.B. 5891/66.

Kenya
(34/66) Agency inquiry for packaged boilers. E.S.B. 6091/66.
(32/66) Inquiry for envelope making machine; lathe; moulding powder; polythene; ruling machine. E.S.B. 5763/66.
(34/66) Inquiry for thermoplastic foam. E.S.B. 5725/66.

Libya
(34/66) Inquiry for cement plant. E.S.B. 24408/65.

Mexico
(33/66) Inquiry in respect of new techniques in the building industry. E.S.B. 6153/66.

Morocco/USSR
(35/66) Trade Agreement. C.R.E. 5862/G.

Netherlands
(34/66) Public holiday in Netherlands – March 10. E.S.B. 6601/66.

New Zealand
(32/66) Agency inquiry for sewage comminutors. E.S.B. 6009/66.
(34/66) Agency inquiry for excavator; hedge trimmer. E.S.B. 6050/66.
(33/66) Report on stainless steel cutlery. E.S.B. 45988/65.

Nigeria
(32/66) Inquiry for auto accessories; paints. E.S.B. 5299/66.

Nigeria/Zambia
(33/66) B.N.E.C. Clothing Trade Mission. E.S.B. 6612/66.

Portugal
(32/66) Agency inquiry for clutch plates; fan belts; oil seal. E.S.B. 5598/66.
(32/66) Agency inquiry for fancy goods; gifts; smokers' requisites. E.S.B. 5583/66.
(32/66) Agency inquiry for motorized bicycles. E.S.B. 5342/66.
(34/66) Agency inquiry for gifts; material for bag industry; novelties. E.S.B. 4897/66.
(34/66) Agency inquiry for resins. E.S.B. 6501/66.

Rumania/East Germany
(34/66) Trade Agreement. C.R.E. 9275/G.

Rumania/Hungary
(34/66) Trade Agreement. C.R.E. 7421/G.

South Africa
(33/66) Inquiry for dish washing machines; saw blades; twist drills. E.S.B. 44977/65.

Spain
(36/66) Inquiry for sporting rifles. E.S.B. 6682/66.

Sudan
(34/66) Inquiry for feature films and newsreels. E.S.B. 5074/66.

Sweden
(33/66) Agency inquiry for gloves; sports equipment; tools. E.S.B. 6070/66.
(32/66) Inquiry for bags and purses. E.S.B. 5831/66.
(32/66) Inquiry for crabs; game products; salmon. E.S.B. 1789/66.

Switzerland
(32/66) Agency inquiry for brushes and cleaning equipment. E.S.B. 5781/66.
(32/66) Agency inquiry for strapping and strapping equipment; tape. E.S.B. 5871/66.
(35/66) Agency inquiry for diesel engines. E.S.B. 6853/66.
(36/66) Agency inquiry for textile raw materials. E.S.B. 6615/66.

Syrian Arab Republic
(35/66) Inquiry for chemicals; cutlery; glassware; knitting wool; trays; upholstery fabrics. E.S.B. 6573/66.
(35/66) Inquiry for telegraph and telephone poles and crossarms. E.S.B. 6517/66.

Tanzania
(33/66) Inquiry for children's, infants' and women's wear. E.S.B. 43435/65.

Tunisia/Bulgaria
(35/66) Trade Agreement. C.R.E. 7870/G.

Tunisia/Poland
(35/66) Trade Agreement. C.R.E. 7874/G.

Tunisia/USSR
(32/66) Trade Agreement. C.R.E. 7879/G.

Turkey
(32/66) Inquiry for galvanized wire. E.S.B. 5259/66.
(32/66) Inquiry for petro-chemical plant and equipment. E.S.B. 4801/66.

Uganda
(32/66) Agency inquiry for refrigerators; motor-vehicle tyres; second-hand clothing. E.S.B. 5870/66.
(32/66) Agency inquiry for tools. E.S.B. 4407/66.
(33/66) Inquiry for button and buckle making machinery; pins and paper clip making machinery; printing and binding machinery. E.S.B. 5861/66.
(36/66) Inquiry for bottle coolers. E.S.B. 6616/66.
(36/66) Inquiry for cables; electrical fittings and appliances; glass; piece-goods and suitings. E.S.B. 6890/66.
(36/66) Inquiry for machinery and materials for manufacture and printing of plastic bags. E.S.B. 6875/66.

United Arab Republic (Egypt)/Iraq
(32/66) Trade Agreement. C.R.E. 1134/G.

United Arab Republic (Egypt)/Lebanon
(31/66) Trade Agreement. C.R.E. 1062/G.

United States of America
(31/66) Inquiry for camping supplies; dinner-ware; hand tools; lapidary supplies; silver-ware; steel-ware. E.S.B. 4368/66.
(32/66) Inquiry for alginates and food additives; chemicals. E.S.B. 5780/66.
(32/66) Inquiry for leather cuttings. E.S.B. 5584/66.
(33/66) Inquiry for motor cycle tyres and accessories. E.S.B. 42448/65.
(33/66) Inquiry for hydraulic rubber hose. E.S.B. 6190/66.
(33/66) Inquiry for pewter and silverplate products. E.S.B. 4179/66.
(34/66) British store promotion, Baltimore. E.S.B. 1146/66.
(34/66) Inquiry for shoulder bolts. E.S.B. 4530/66.
(34/66) Manufacture under licence – dresses. E.S.B. 44762/65.
(35/66) Inquiry for foodstuffs; confectionery. E.S.B. 4513/66.
(33/66) Inquiry for healds. E.S.B. 6545/66.

Uruguay
(34/66) Agency inquiry for electrical circuit breakers and switches. E.S.B. 6112/66.

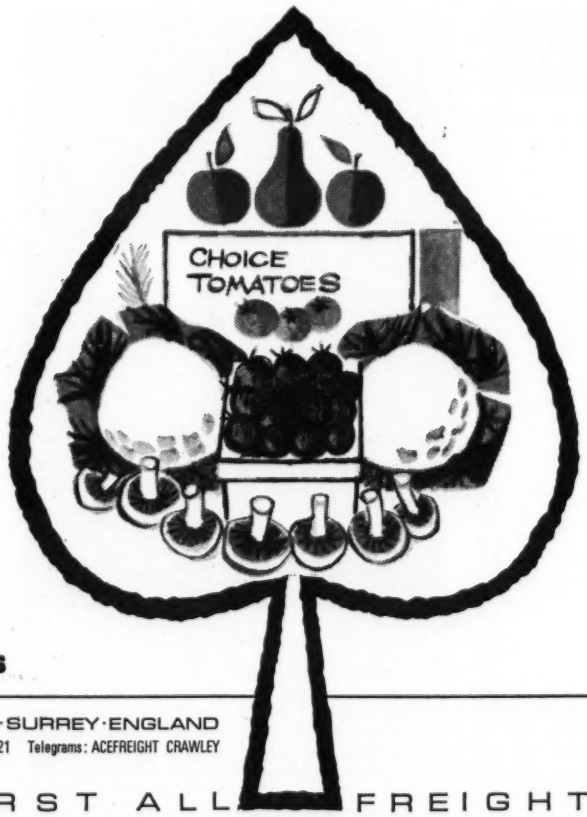
Various Countries
(36/66) British Overseas Commercial Representatives' visits during March to April 1966. E.S.B. 6865/66.

Venezuela
(34/66) Inquiry for steel wire. E.S.B. 6151/65.

Vietnam
(34/66) Pharmaceuticals specialities and raw materials. E.S.B. 5257/66.

Zambia
(32/66) Agency inquiry for belting and button making machinery; box-making machinery; haberdashery. E.S.B. 31570/65.

Design Quorum



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EUROPE'S FIRST ALL FREIGHT AIRLINE

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page xiv of January 28 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Round-the-world rope sales trip

Mr. Ronald Elkington, divisional director (Wire Sales) of British Ropes Limited, Doncaster, left on February 13 on a five - week intensive round-the-world selling trip. His itinerary includes visits to Canada, the United States and Australia. In addition to visiting export customers, Mr. Elkington will call on a number of the Company's overseas manufacturing and sales associates and subsidiaries.

Engineer's sales trip to New Zealand

Mr. Owen Pryke, sales manager (Overseas) of Hoffmann left Chelmsford on February 17 for an extended sales tour of New Zealand's north and south islands. During 1965, Hoffmann increased the value of ball and roller bearings exported to New Zealand by more than one third. Mr. Pryke will consolidate this success and seek to increase the volume of business still further.

During the tour Mr. Pryke will be accompanied by Hoffman's factory representatives in New Zealand. On the journey Mr. Pryke will also visit Los Angeles, and Hoffmann's stockists in Sydney, Australia.

Papermaker's visit to Australia

Mr. J. B. Scott left London on February 21 to visit a large number of Board and Paper Mills in Australia. As Managing Director of his Company, Black Clawson International Limited, makers of machinery for the papermaking trade, he intends to strengthen existing ties and create new avenues wherever possible.

Mr. Scott is chairman of the Russian section of the London Chamber of Commerce and president of the Muscovite Society. He was chairman of the East-West Trade Conference held in New York last May and more recently he was deputy leader of the trade mission to South Africa. Currently, he is chairman of the Advisory Council covering the forthcoming British Exhibition in Moscow and in June he will accompany the Trade Mission to Russia as deputy leader.

Scottish Thistle Export Group visit to Ireland

A mission of Scottish manufacturers visited Ireland from February 13 to 19. The itinerary included visits to Dublin, Cork and Limerick, and individual appointments were made in each town for each member.

This was the fifth overseas promotion of the Scottish Thistle Export Group and its first visit to Southern Ireland.

Trade visit to South Africa

Mr. W. E. Luke, chairman of the newly formed United Kingdom-South Africa Trade Association and Major-General Denys Buckle, the Association's director, left for South Africa on February 15. They will be discussing trade problems with the British Ambassador and his staff and with trade organizations in South Africa.

'Britain did a tremendous export trade with South Africa in 1964,' said Mr. Luke, 'and the figures for 1965 are even better. Last year our exports to South Africa were £265 million and imports £180,750,000 – a favourable balance of over £84 million, the largest we achieved anywhere in the world.

Mr. Luke is chairman of Lindustries Limited, the textile and engineering group, and is also chairman of the Southern Africa Committee of the British National Export Council.

Scotch whisky sales tour

Mr. John Mole, representative of Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69 Scotch Whisky, left London on February 7 on a seven week tour covering Spain, Portugal, the Balearic Islands, Gibraltar, Morocco and the Canary Islands. He will be visiting Sandersons' distributors, as well as wholesale and retail outlets in order to promote the sales of VAT 69.

Mr. Mole, who lived in the Argentine for some considerable time, has been a representative with Sandersons for the past ten years. He speaks fluent Spanish and has a working knowledge of Portuguese, French and German. Besides the above territories, Mr. Mole also covers Central and South America and the Caribbean.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Mexican order for Tyne yard

Hawthorn Leslie (Shipbuilders) Ltd., Hebburn-on-Tyne, have signed a contract with Petroleos Mexicanos (Pemex), the Mexican State oil concern, for a 2,500-ton-deadweight fully-refrigerated ocean-going barge for the carriage of liquid petroleum gas. Delivery will be in June 1967, and the value of the contract is about £400,000.

Hawthorn Leslie already hold a Pemex order for construction of a 7,600-ton LPG carrier worth between £1½-£2 million.

Ulster company wins large order

The Tilley Lamp Company of Belfast, Northern Ireland, have won an export order against international competition for 2,500 industrial liquid petroleum gaslights, of 10,000 candle power each. The order has been placed by Sweden's Civil Defence organization.

'Linacs' for Canada

The Radiation and Nuclear Engineering Division of Vickers Limited Engineering Group has received an order from the National Research Council in Ottawa, for an electron linear accelerator. Valued at approximately $500,000, the order covers the design, manufacture and commissioning of the accelerator – more usually known as a 'linac', and follows the recent delivery of another large machine to Toronto University.

The 10,335 ton freighter 'Houston City' (Reardon Smith Line, Cardiff) recently visited the port of Houston in Texas for the first time. Captain T. W. Picton Davies of Burry Port, Carmarthenshire, is shown with the plaque depicting the port of Houston presented to him by the Houston Junior Chamber of Commerce. On the left is Mr. E. Graham Chidzoy, Commercial Officer, British Consulate-General, Houston, a native of Swansea.

Rumanian contract for ammonia plant

A contract for the engineering of two ammonia plants has been signed in Bucharest on behalf of Humphreys & Glasgow Limited by Mr. D. C. Lennon, sales director. The plants will each have a capacity of 925 tons/day and will be erected at Craiova and Turnu Margurele, Rumania.

The contract, said to be one of the largest to have been signed by Rumania in the post-war period, includes nitric acid, ammonium nitrate and urea plants according to process licences and engineering from Soc. Grande Paroisse, Kaltenbach and Stamicarbon/Coppee-Rust. The Humphreys & Glasgow plant will be designed under licence agreements with ICI.

Asbestos-cement for Jeddah steel mill

An order to the value of £21,000 has been received by Turners Asbestos Cement Company Limited of Trafford Park, Manchester, a Turner and Newall company, covering the supply of asbestos-cement materials for the roofing and end cladding of a large new steel rolling mill for Petromin in Jeddah, Saudi Arabia.

Glass drainline in Europe

QVF Ltd., chemical engineers of Stoke-on-Trent, announce that within a few weeks of introducing their beaded drainline to Continental markets, they have sold a total length of eight kilometres to customers in Germany and the Netherlands.

QVF glass drainline is already used extensively in British universities, other educational establishments, hospitals and industrial laboratories.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help.

VIENNA

Now that we have had time to consider in detail the various inquiries received at the recent (Vienna) Fair we feel that the operation was quite successful. Most of the firms who participated with a view to contacting potential agents were able to do so and in fact three or four confirmed that they have now appointed agents. Apart from the interest shown in the products on display we received approximately 60 other enquiries for British goods. We are now classifying these and passing them on to appropriate manufacturers and as soon as the final list has been compiled I will let you have a copy. A similar copy will also be sent to the Board of Trade.

We were most impressed by the co-operation and help given by your staff and all on the stand appreciated the Embassy's obvious efforts to provide whatever information was necessary and make us feel at home.

The Engineering and Building Centre, Birmingham.

TURIN

I am writing to thank you very much indeed for the advice and assistance which I received from your Consulate during my recent visit to Italy. Mr. —— was most informative, and the various introductions which he arranged proved to be most valuable, and I hope will, in due course, lead to an increase in our exports to Italy.

*British Gypsum Ltd., London, N.W.*1.

FRANKFURT/MAIN

Before actually visiting you we did not fully realize the extent of the help which the Commercial Departments in Germany could offer to British manufacturers, and we will certainly keep more fully in touch with them in the future. We will, of course, also keep in contact with you with regard to our present prospects at both —— and ——, and by this post we are enclosing a copy of a letter to ——. We will shortly also write to —— in German, giving them revised prices duty-paid c.i.f. Hamburg as requested by ——, and in future all our quotations will be accompanied by literature in accordance with the two sets enclosed herewith, which we have prepared in our efforts to think and act 'European'.

Bradley & Co. Ltd., Bilston, Staffs.

ISTANBUL

Many thanks indeed for your letter. Please receive our best thanks and congratulations. We are most grateful to you for your energy and persistence in assisting us in our negotiations. We are quite convinced that had we attempted to deal with the matter purely by correspondence, it would have been a most tedious and protracted affair and we doubt whether we could have reached an understanding.

*A. Hurst & Co. Ltd., London, W.*1.

HELSINKI

During my recent visit to Finland, I had occasion to use the services of the British Embassy and I wish to put on record the excellent co-operation which I received from the Secretary (Commercial), who not only welcomed me to Helsinki on the night of my arrival which was Sunday, but he did everything possible to make my visit a commercial success.

I have nothing but praise for his efforts and he certainly went above and beyond the line of duty in looking after me. I hope that as a result there will be increased business for us in Finland and this will be due in no small measure to Mr. ——.

JCB (Sales) Ltd., Rocester, Staffs.

Plessey International Limited's mobile demonstration van visited Florence recently during its 7,000-mile tour of Europe and was parked at Officine Galileo and at SIME's. Seen here visiting the van are (left to right): Mr. H. Werninck of Plessey International Ltd., Signora G. Dei, Commercial Officer, Florence; Prof. Francesco Scandone, managing director of Officine Galileo; HE Dr. S. Prosperi-Valentil, Prefect of Florence; Mr. C. M. Pirie-Gordon, HM Consul, Florence.

OSAKA

I can but once again record my indebtedness to you and your staff, and in particular to Mr. ——, for giving me so much of his precious time in acting as a most efficient aide and interpreter.

*Staflex International Ltd., London, N.*9.

TENERIFFE, CANARY ISLANDS

We do want to thank you very much for being so good as to release Mr. —— for three days so that he could be with the writer during his visits and act as interpreter. He was extremely helpful, not only in interpreting but in explaining various points about the island and its attitude to various problems.

Incidentally, you will be pleased to know that we have secured an order from this trip and have hopes of future business.

Package Sealing Co. (Export) Ltd., Maidenhead.

We should like to thank you very much for the help you have given us, and the trouble you have taken on our behalf. The information contained has been extremely useful, and we hope at some time in the future to be able to benefit from it.

Landsberg & Co. Ltd., London.

BRUSSELS

We have just received your letter and wish to thank you very much indeed for the trouble you have taken on our behalf and the comprehensive report you have sent us.

Stephenson Brothers Ltd., Bradford.

ZURICH

I have received from the Export Services Branch of the British Board of Trade your very excellent report on Kaser-Presse 'Printing Centre' Zurich.

May I thank you and congratulate you on your report and to keep you in the picture I enclose a copy of a letter I have written to Mr. K—— today. I will also keep you informed as to how things are progressing.

*The Sun Engraving Co. Ltd., London, E.C.*1

COSTA RICA

With reference to my recent visit to Costa Rica I would like to thank you for the courtesy and co-operation extended to me. Your co-operation was very much appreciated and enabled me to conclude my business as quickly and efficiently as possible.

The Colchester Lathe Co. Ltd., Colchester.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND

Customs tariff review on some goods

THE New Zealand Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from March 3, 1966.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before March 3, 1966, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Oils:
Ester oil, a substitute for olive oil in wool batching.
Fractionated coconut oil on declaration by a manufacturer for use by him only in making oral penicillin preparations.
Miscellaneous oils:
Brominated vegetable oils.
Mineral oil of approved qualities declared by a manufacturer for use by him only as a heat transfer medium in a manufacturing process.
Approved:
Shell carnea oil 21.
Shell Volute oil 45; 933.
Mineral oil of approved quality declared by a manufacturer for use by him only as a quenching oil in a manufacturing process.
Approved:
Caltex 519.
Shell voluta 23, 27, 33, 93.
Oil, emulsified white mineral, containing 1·5 per cent of lime soap.
Oil, mineral lubricating declared by a manufacturer for use by him only in making lubricating greases.
Oils, as may be approved, declared by a holder of a Wholesale Dealer's Licence under the Motor Spirits Duty Act 1961 that they will be used by him only for adding to motor spirit before the time of sale of such spirit by that wholesaler.
Approved:
Vitane.
Stock 615 (vacuum).
Oils, mineral, denatured in New Zealand under prescribed conditions and for prescribed purposes.
Oils of approved qualities declared by a manufacturer for use by him only in making blown bitumen:
Approved:
Cylrex A.
Shell vitrea oil 41.
Oils, of approved qualities declared by a manufacturer for use by him only in making fly strike, docking, and similar oils for sheep:
Approved:
Shell carnea oil 21.
Oils of approved qualities declared by a manufacturer for use by him only in making sealing compounds:
Approved:
Naprex 908.
Oils of approved qualities on declaration by a manufacturer for use by him only in making fibre glass insulation:
Approved:
Shell vitrea oil 79.
Oils of approved qualities when declared by a manufacturer for use by him only in making sheep dip.
Oils of approved qualities when denatured under Customs supervision with such denaturants in such proportions as may be prescribed, declared by a manufacturer for use by him only in reclaiming rubber:
Approved:
Special deepgrene oil (vacuum).
Oils, other than soluble oils, declared by a manufacturer for use by him only for:
(a) Rope batching.
(b) Textile fibre batching.
(c) Rubber processing.
(d) Tanning.

Soluble oils of approved qualities and containing, in permitted proportions, one or more of the following substances: saponifiable oil; sulphonated oil; water; soap.
Approved:
Oils which, when diluted with water in the proportion of one part of oil to nine parts of water, will, after agitation, give an emulsion showing no appreciable sign of separation upon standing for 12 hours:
Acto 550 W; 600.
Calsolene HS.
P.B. Emulsifier.
Stanvac sulphonate 500.
Solene B, Gargoyle.
Stock 032, 058, 093 (vacuum).
Sulpholine oil P (vacuum).
Stanvac form fluid B.
Organic sequestering agents used to offset the formation of metallic impurities in industrial processes (e.g. Nervanaids).
Ornaments of metal, or of metal and glass, as may be approved, for use in making cardboard boxes or similar containers:
Approved:
Corners, metal, for cardboard boxes.
Oxidizing agents as may be approved for the manufacture of laundry and detergents, bleaches:
Approved:
Monopersulfate compound.
Oxitol IP/23; SB/123.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade associations thought to be interested have been informed and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or trade association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rate of duty payable on (a) certain motor vehicles, and (b) replacement motor vehicle engines and parts.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

THAILAND

Goods subject to import control

THE MINISTRY of Economic Affairs of the Government of Thailand has issued a revised list of goods, as follows, which are subject to import control. This list supersedes the list published in the *Board of Trade Journal*, dated September 14, 1962, page 587.

1. Gold, namely, (a) gold ore. (b) Gold metal either in the forms of bar, block, sheet or other forms or its alloy, but excluding gold ornaments normally used for personal adornment.
2. Sugar, in all forms.
3. Matches.

4. Slippers and sandals, chiefly made of straw or having wooden soles.
5. Coconut oil, ground nut oil, and palm oil.
6. Old newspaper.
7. Fan made of paper or wood, woven or otherwise.
8. Toothpicks.
9. Bamboo hat.
10. Mat, chiefly made of rattan, bamboo, coir, grass, or similar materials.
11. Basket work or other wickerwork (not made of metal).
12. Mortar, pestle and grinding mill made of stone (not for industrial purposes).
13. Paper umbrella, umbrella frame and paper used in umbrella production.
14. Paper file or folder, excluding those used exclusively in filing cabinets.
15. Students' notebook.
16. Joss paper.
17. Paper for printing or writing as follows:
    (a) Glazed or unglazed wood-free or non wood-free writing and printing paper with weight from 35-120 grams per square metre.
    (b) Newsprint, with weight from 56-120 grams per square metre.
    (c) Duplicating paper, with weight not exceeding 120 grams per square metre.
    (d) Imitation art paper, with weight not exceeding 120 grams per square metre.
    (e) Coated paper with weight not exceeding 65 grams per square metre.
    (f) Cap paper, with weight from 30-120 grams per square metre.
    (g) White linen faced paper, with weight from 35-120 grams per square metre.
18. Wrapping paper, with weight not exceeding 120 grams per square metre, excluding:
    (a) Brown paper imported by cement factories for their own use in making cement bags.
    (b) Ribbed ocean paper.
    (c) Gift wrapping paper.
    (d) Match and candle wrapping paper in green and blue colour.
    (e) Glassine and Cellophane paper.
    (f) Grease-proof paper.
    (g) Crepe paper.
19. Printed matters and cinematograph films produced or shipped from Communist China.
20. Pepper, in all forms.
21. Swallow's nest (edible).
22. Tea leaf and tea dust.
23. Garlic.
24. Fresh fruits.
25. Fresh or frozen meat.
26. Cotton yarn for weaving No. 46 and lower than No. 46.
27. Knitted fabric.
28. Cotton piece-goods whether in sheet, piece or roll as follows:
    (a) Pakaoma (loin cloth) or checked printed cloth which can be used as pakaoma.
    (b) Palai or other printed fabric which can be used as palai.
29. Grey cotton shirting and poplin, printed and unprinted, not including canvas.
30. Bags made of grey cotton shirting.
31. Silk weaving goods, containing more than 50 per cent of pure silk, whether in piece or in roll.
32. Iron and steel, cut or made into plate, bowl, tray, spoon and number plate.
33. Iron cooking pan (with no handle).
34. Ladle, spoon and fork made of aluminium or brass.
35. Tin foil.
36. Enamelware as follows:
    (a) Spoon of all sizes.
    (b) Plate of all sizes.
    (c) Bowl of all sizes.
    (d) Tray of all sizes.
    (e) Plates and number plates.
    (f) Electric lamp shade.
    (g) Lunch box with diameter not exceeding 18 centimetres.
    (h) Chamber pots of all sizes.
    (i) Cooking pots with diameter of 10 centimetres up to 32 centimetres.
37. Wolfram ore, tin ore and tin metal, in all forms.
38. Empty iron and steel drum of capacity of 200 litres.
39. Glass tumbler.
40. Resin.
41 Plywood and fibre broad with thickness of half an inch or lower, including other pressed board which can be used as substitution of plywood and fibre board (not including paperboard and cementboard).
42. Teak (tectona grandis), Malabar iron wood (Hopea Odorata), Hopea sp., Oil tree (Dipter ocarpus), Yang (Dipter ocarpus grandiflorus), Jarul (Lagerstroemia Flosreginae), Champi or Champ (Michelia floribunda or Aromadendron spongocarpum) imported through the provincial ports of Chiengmai, Chiengrai, Ranong and Tak.
43. Coffee.

(Continued on next page)

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THAILAND, *continued*

44. Automobile tyres, weighing more than 15 kilos per unit, (restriction also covers the import of tube to be used with such tyre).
45. Coin made of nickel or nickel alloy; appearance, size, weight and composition of which are close to one Bath coin.
46. Table porcelain ware, used or may be used as food containers, the paint of which has lead content, when diluted, exceeding 2 milligrams per 1 litre capacity.
47. Rice milling machine for milling rice kernels into rice bran.

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(a) Iron foundries	Malleable iron pipe fittings
(b) Manufacture of hardware tools and cutlery	Hand tools of all types

The proposal to designate these products was announced in the *Board of Trade Journal* of December 31, 1965, page 1590.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

MALAWI

Import control

MALAWI GOVERNMENT NOTICE NO. 8, published as the Control of Goods (Import and Export) (Agriculture) (Amendment) Order, 1966, on January 8, amends the list of goods in the First Schedule, Part I, for the import of which a permit is required. A revised list of such goods is reproduced below:

FIRST SCHEDULE

PART I

1. Beans, excluding:
   (a) Seed beans in quantities of less than 200 lb.
   (b) Beans which are tinned, bottled or otherwise preserved.
2. Ghee.
3. Compound products containing flour, meal residues and other preparations of a kind suitable only for use as animal foodstuffs, but excluding:
   (a) Chemical additions to animal feedstuffs.
   (b) Antibiotics growth stimulants.
   (c) Inert fillers.
   (d) Trace elements.
   (e) Synthetic animal feedstuffs.
   (f) Bird seed.
   (g) Cat and dog feeds.
   (h) Salt lick for cattle.
4. Eggs of poultry, whether in shell, pulp or dried form; eggs o wild birds.
5. Gram; dahl.
6. Groundnuts.
7. Maize, including:
   (a) Dried maize, on or off the cob.
   (b) Crushed maize; or
   (c) samp.
   but excluding green maize on the cob.
8. Maize meal, including:
   (a) Maize; grits;
   (b) Maize cones;
   (c) Hominy chop!
   (d) Maize offals; or
   (e) processed maize meal with or without additives.
9. Oilseeds, oil-meal; oil-cake; offals and residues from oil-seeds.
10. Potatoes.
11. Live poultry, including day-old chicks.
12. Rice, in the grain.
13. Rupoka, rupoka meal (finger millet).
14. Vegetable oils, but excluding almond oil, castor oil, coconut oil, linseed oil or olive oil.
15. Bananas.

Any inquiries on this subject should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

TANZANIA

Customs tariff amendment

GOVERNMENT NOTICE No. 46, published in the *United Republic of Tanzania Gazette* dated February 4, announces the Customs Tariff (Imposition of Suspended Duties) (Radio Receiving Sets and Radio Receiving Parts and Accessories) Order, 1966, which takes effect from December 30, 1965. Under this Order the suspended duty of 7½ per cent *ad valorem* on radio receiving sets, complete, including motor vehicle radios and n.e.s. (or Shs. 50s. for each set where this amount exceeds the combined import duty and suspended duty chargeable *ad valorem*) and the suspended duty of 7½ per cent *ad valorem* on radio receiver parts and accessories (excluding batteries) provided for in item 143A of the First Schedule to the Customs Tariff Ordinance are hereby imposed. Details of these items were published in the *Board of Trade Journal*, dated July 2, 1965 (pages 40-41).

Note:

The effect of this amendment is to bring the duty on these items to 37½ per cent *ad valorem* or Shs. 50s. each whichever shall be greater.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Import licensing regulations

GENERAL NOTICE No. 214 published in the *United Republic of Tanzania Gazette* dated February 4, makes the following amendments, with effect from February 1, to the Schedule of Goods including those of United Kingdom origin, for which specific import licences are required:

First Schedule:
Section 3. Mineral fuels, lubricants and related materials.
Division 23. Petroleum and petroleum products.
Motor spirit.
332 1 2 Other motor spirit.
Lamp oil and white spirit (kerosene, illuminating oil, jet fuel).
332 2 1 Jet fuel.
332 2 2 Illuminating kerosene.
332 2 3 Power kerosene.
332 2 4 Mineral turpentine, white spirit, etc.
Distilliate fuels.
332 3 1 Heavy black, for low speed marine and stationary engines.
332 3 2 Light amber for high speed engines.
332 4 0 Residual fuel oils (marine furnace and similar fuel oils, black, for burning in oil fired boilers and furnaces).
332 9 1 Asphalt and bitumen.
Division 34. Gas. Natural and manufactured:
341 1 1 Gas, natural. Liquid petroleum gas, including butane and propane gases and mixtures thereof.
341 2 0 Gas, manufactured.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R.180, published in the *Republic of South Africa Gazette* of February 11, sets out the following amendments to the Republic's Customs tariff:

	Tariff Heading	Statistical Unit	Rate of duty		
			General	MFN	Preferential
84.06	Internal combustion piston engines:				
	By the substitution for sub-heading No. 84.06.85 of the following:				
	84.06.85 Engines identifiable for use solely or principally with motor vehicles (excluding motor cycles and tractors other than road tractors):				
	.10 Unmachined parts of cast metal	No.	10%		
	.20 Pistons and piston rings (excluding those of unmachined cast metal)	No.	20%		
	.90 Other	No.	20%		
84.10	Pumps, etc.:				
	By the substitution for sub-heading No. 84.10.30 of the following:				
	84.10.30 Motor vehicle parts (excluding motor cycle parts):				
	.10 Of unmachined cast metal	lb.	10%		
	.90 Other	lb.	20%		
84.63.50	Plain shaft bearings:				
	.10 Identifiable for use in engines for tractors (excluding road tractors) and stationary engines	lb.	Free		
	.20 Identifiable for use in motor cycle engines	lb.	20%		15% (UK)

(*Continued on next page*)

	Tariff Heading	Statistical Unit	Rate of duty		
			General	MFN	Preferential
	.30 Identifiable for use in other motor vehicle engines	lb.	20%		
	.90 Other	lb.	Free		
	By the substitution for sub-heading No. 84.63.50.30 of the following:				
	.30 Of unmachined cast metal, identifiable for use in engines for motor vehicles (excluding articles of sub-headings Nos. 84.63.50.10 and 84.63.50.20)	lb.	10%		
	.40 Other, identifiable for use in engines for motor vehicles	lb.	20%		
	By the insertion after sub-heading No. 84.63.50 of the following:				
	84.63.60 Of unmachined cast metal, identifiable for use solely or principally in engines for motor vehicles (excluding articles of sub-headings Nos. 84.63.20 – motor cycle engine parts, 84.63.30 – engine parts for use with tractors (excluding road tractors), road rollers, road scarifiers, aircraft and stationary engines, and 84.63.50)	lb.	10%		
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03:				
87.06.30	Clutches and parts thereof:				
	.10 Identifiable for use solely or principally with tractors (excluding road tractors)	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 87.06.30.10 of the following:				
	.20 Other, of unmachined cast metal	lb.	10%		
87.06.50	Steering gear and parts thereof:				
	.10 Identifiable for use solely or principally with tractors (excluding road tractors)	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 87.06.50.10 of the following:				
	.20 Other, of unmachined cast metal	lb.	10%		
	By the substitution for sub-heading No. 87.06.55 of the following:				
	87.06.55 Brake drums whether or not attached to wheel hubs:				
	.10 Of unmachined cast metal	lb.	10%		
	.90 Other	lb.	20% or 7½ c. per lb.		
87.06.60	Brake gear and parts thereof (excluding brake drums):				
	.10 Brake chambers and cylinders, exhausters, reservoirs, servomotors, (including hydraulic-vacuum Servomotors), valves and other parts of air, vacuum or hydraulic-air or hydraulic-vacuum brakes, suitable for use with heavy motor vehicles	lb.	3%		
	.20 Other, identifiable for use solely or principally with tractors (excluding road tractors)	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 87.06.60.20 of the following:				
	.30 Of unmachined cast metal (excluding articles of sub-headings Nos. 87.06.60.10 and 87.06.60.20)	lb.	10%		
	By the substitution for sub-heading No. 87.06.65 of the following:				
	87.06.65 Wheel hubs:				
	.10 Of unmachined cast metal	lb.	10%		
	.90 Other	lb.	20% or 7½ c. per lb.		
87.06.70	Axles (non-driving):				
	.10 Identifiable for use solely or principally with tractors (excluding road tractors)	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 87.06.70.10 of the following:				
	.20 Other, of unmachined cast metal	lb.	10%		
	By the substitution for sub-heading No. 87.06.75 of the following:				
	87.06.75 Shock absorbers:				
	.10 Of unmachined cast metal	lb.	10%		
	.90 Other	lb.	20%		
87.06.90	Parts and accessories not provided for above:				
	.10 Identifiable for use solely or principally with tractors (excluding road tractors)	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 87.06.90.10 of the following:				
	.20 Other, of unmachined cast metal	lb.	10%		

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of February 1 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions:

Tariff No.	Description
17-04	Sugar confectionery, not containing cocoa.
17-05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion.
20-01	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard.
20-02	Vegetables preserved or prepared otherwise than by vinegar or acetic acid.
51-04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of Heading No. 51-01 or 51-02.
56-07	Woven fabrics of man-made fibres (discontinuous).
97-01	Wheeled toys designed to be ridden by children (for example, toy bicycles and tricycles and pedal motor cars); dolls' prams and dolls' push chairs.
97-02	Dolls of all types.
97-03	Other toys; working models of a kind used for recreational purposes.
97-05	Carnival articles; entertainment articles, Christmas tree decorations and similar articles for Christmas festivities (for example, artificial Christmas trees, nativity scenes, yule logs, etc.).

Existing orders may be admitted quota-free until March 1, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
08.05	Nuts other than these falling within heading No. 08.01, fresh or dried, shelled or not:		
	e. Chestnuts	Kilogram net	15 piastres
	f. Other	*ad valorem*	18%
25.20	Gypsum; anhydrite; calcined gypsum, and plasters with a basis of calcium sulphate, whether or not coloured, but not including plasters specially prepared for use in dentistry:		
	a. Gypsum and anhydrite	*ad valorem*	Free
	b. Other (the duty not to be less than *ad valorem* 25%)	100 kilogram gross	200 piastres

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 460, 462).

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish Import

(*Continued on next page*)

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

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TURKEY, *continued*

lists published in the *Board of Trade Journal* on January 28, 1966 (pages 201-208) and February 4, 1966 (pages 274-279).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
202	67	34.02	Change wording in brackets at end of this item to read: 'For sundry chemicals manufacturers other than those that manufacture agricultural emulsion medicaments'.
202	68	34.02	Change wording in brackets at end of this item, but before the words '(At the disposal of the Ministry of Agriculture)' to read: 'For the manufacturers of agricultural emulsion medicaments'.
203	86	38.19.20 39.02.10	Change the $10,000 under Importers' Quota to Industrial Quota column.
204	140	32.09.19	This item should be included in Serial No. 139. Serial No. 140 should include Tariff No. 48.04 only.
204	148	51.01.21 31 41 51 51.03.21	Delete: (Only for velvet and label manufacturers).
204	153		Items under this Serial No. to be revised as follows: (allocation remains the same)
		51.02	Only synthetic fishing lines. (To meet the requirements of fisherman.)
204	194	73.07.10	Blooms and billets. Add $700,000 to Industrial Quota.
206	275	84.21.11 90	After the word 'pulverizers' in sixth line of description add 'and dusters'.
	432	39.02.10	NEW QUOTA Only polyvinyl chloride, polyethylene and polypropylene (for complete pipe drawing plants). Industrial quota $350,000.

Liberalization List II

Page No.	Tariff Statis. No.	
277	80.01.10	Unwrought tin (only to be used for works related with foodstuffs): Add: 'Those containing lead in excess of 0·02% arsenic and 0·005 lead, and those containing antimony and cadmium excluded'. Delete: 'Subject to the permission of the Ministry of Industry'.
278	84.17.13 29	Replace existing descriptions by: Only accessories and parts (excluding body and tanks). Only accessories and parts (excluding body and tanks).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

FEDERAL REPUBLIC OF GERMANY

Quotas for goods at Fairs in the first half of 1966

THE FEDERAL German Ministry of Food, Agriculture and Forests has announced that licences will be issued covering sales at fairs to be held during the first half of 1966. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs.

	DM.
Fruit and fruit juices in tins and bottles	100,000
Miscellaneous foodstuffs from Great Britain	500,000
Of which:	
Barley and oat products — up to	25,000
Canned vegetables — up to	50,000
Jams and marmalades — up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories	40,000
Ice cream	250,000
Ice cream mix	50,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, not later than the first post on March 11, 1966. Applications should be accompanied by a copy of the agent's subtenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

FRANCE

Minimum price regime for fish

THE FRENCH *Journal Officiel* of February 1 announced that imports of the fish listed below from all countries other than those of the European Economic Community may not be effected during the periods listed except under the minimum price procedure laid down in a general notice to importers dated July 29, 1962. The conditions pertaining in this case are as follows:

Tariff No.	Product	Minimum price per quintal	Period of application
		Francs	
Average price recorded at the fish market auctions at Douarnenez and Boulogne-sur-Mer.			
03-01 B I ex a	Mackerel, fresh, chilled or frozen, whole, headless or sliced	72	Until October 31, 1966
Price recorded at the fish market auctions at Boulogne-sur-Mer.			
03-01 B I ex a	Herrings, fresh, chilled or frozen, whole, headless or sliced (1)	(1)	From August 1, 1966 until February 15, 1967.
03-01 B I ex c	Cod, fresh, chilled or frozen, whole, headless or sliced	82	From February 1, 1966, until January 31, 1967.
03-01 B I ex c	Black pollack, fresh, chilled or frozen, whole, headless or sliced	72	From February 1, 1966, until January 1, 1967.

(1) The product and the reference price will be fixed at a later date.

Import certificates on form AV will be valid for a period of four days, including the day on which the visa is affixed.

Visas will be granted only to the holders of licences for imports of salt-water fish, fresh, chilled or frozen, within quotas laid down in trade agreements or the import programmes.

The full text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of February 2 announced the opening of the undermentioned quotas for the import of British goods in anticipation of the formal opening of the quotas agreed between Britain and France for 1966:

Quota No.	Tariff No.	Products
1	Ex 03-01	Fish, fresh, chilled or frozen. The quota now opened is for half the annual quota for 1965.
2	03-02 B II a ex 2	Fillets of smoked cod. The quota now opened is for a quarter of the annual quota for 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 353, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2296).

DENMARK

Removal of import restrictions

THE FOLLOWING item should be substituted for that published in the notice on Denmark on page 211 of the *Board of Trade Journal* of January 28, 1966.

ex 20.05 Marmalade or citrus fruit and apricots

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SPAIN

Global quotas for 1966

THE LIST of Spanish global quotas for 1966 was published in the *Board of Trade Journal* of February 11, page 357. The Spanish authorities have now announced the following corrections to errors in that list:

Quota No.	Goods	Published tariff heading	Corrected tariff heading
12	Organic chemical products	Ex 29.11 A 1 29.25 F 29.43 B	Omitted Ex 29.25 H Ex 29.26 C Omitted
16	Tensoactive preparations, preparations for lyes, etc.	38.07	Ex 38.07
19	Other condensation, polycondensation and polyaddition products	Ex 39.01 F	Ex 39.01 G
22	Other polymerization and copolymerization products	39.02 L 39.03 A 39.04	Ex 39.02 L Ex 39.03 A Omitted
40	Household and sanitary articles	73.39	Omitted
42	Copper manufactures	74.17	Omitted
47	Outboard motors (not liberalized) and parts	Ex 84.06 C 1	84.06 C 1
54	Radio transmitters and transmitter-receivers	Ex 85.15 B	85.15 B
56	Tractors		87.01 B 2 Ex 87.05
59	Parts and accessories for the manufacture of motor cars	87.04 87.05	Ex 87.04 A Ex 87.05

Duty-free quota of coking coal

IN THE *State Gazette* of January 5, 1965, the Spanish authorities announced the establishment of an annual duty-free import quota for coking coal for steel works. The quota will be fixed annually by the Minister of Commerce and will be subject to revision after the first six months of each year.

The quota for 1966 has been fixed at 1,650,000 tons and licences will be issued by the Ministry of Commerce. The only duty to be paid on such imports will be the 7 per cent Home Tax Compensation Levy.

Opening of global quotas

THE LIST of Spanish global quotas for 1966 was published in the *Board of Trade Journal* of February 11, page 357. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Million pesetas	
49	Other motors (not liberalized) and parts	72·5	March 15
50	Motor pumps and motor compressors (not liberalized)	16·5	March 15
52	Dumpers	82·5	March 15
56	Tractors	160·0 (1,435 units)	March 15
58	Buses, fire-engines and parts for the manufacture of commercial vehicles	110·0	March 15

IRISH REPUBLIC

Importation of meat and animal products

THE MINISTER for Agriculture in the Irish Republic has made an Order entitled the Importation of Meat and Animal Products (Amendment) Oder, 1966, under the Diseases of Animals Act, 1894, and Agriculture Act, 1931. The effect of the Order which came into operation on February 8, 1966, is to prohibit the importation of meat and products containing meat from the countries shown below:

Austria, Belgium, Denmark, Federal Republic of Germany, France, Italy, Luxembourg, Netherlands, Norway, Sweden and Switzerland.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
127/65	Instituting a system for deductions from the levy chargeable on imports of husked rice from third countries	3d.
128/65	Laying down the amount of levies in relation to third countries on pigs, pigmeat and pigmeat products imported during the fourth quarter of 1965	3d.
129/65	To extend and to vary the provisions of Regulation No. 142/64 on refunds to producers in respect of cereal starch and potato starch	3d.
133/65	Adjusting and laying down sluice-gate prices for farmyard poultry and laying down the amount of levies on poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry imported from third countries during the last quarter of 1965.	6d.
135/65	To adjust and fix sluice-gate prices for pigs, pigmeat and pigmeat products imported during the fourth quarter of 1965	3d.
136/65	Extending the period of validity of Regulation No. 162/64 concerning refunds on exports to member states of certain processed products derived from rice and other cereals	3d.
137/65	On the abolition of supplementary amounts of levies on imports from third countries of shoulders and bellies of pork and pig fat	3d.
138/65	Introducing a countervailing duty on imports of outdoor table grapes from Bulgaria, Rumania and Yugoslavia	3d.
141/65	Fixing free-at-frontier prices for imports of milk and dairy products from third countries and amending Regulations Nos. 156/64, 41/65 and 42/65	9d.
143/65	On the abolition of supplementary amounts of levies on imports of pigmeat from third countries	6d.
144/65	Introducing a countervailing duty on imports of outdoor table grapes from Bulgaria	3d.
145/65	To amend Regulation No. 73/64 as regards the ports taken into consideration for calculating the c.i.f. prices of rice and brokens	3d.
147/65	Amending Regulation No. 161/64 concerning the world price of frozen meat	3d.
148/65	To extend the validity of Regulation No. 88/65 concerning refunds on exports to third countries in the pigmeat, egg and poultry meat sectors	3d.
149/65	To extend the term of validity and amend the provisions of Regulation No. 113/64 in respect of powdered milk	3d.

INDUSTRIAL SILO FOR AMSTERDAM

An order for the export and erection of 14 complete industrial silos has been gained by Edenhall Concrete Products Ltd., a London and Northern Securities subsidiary, through their sales agents, Colman & Co. (Agricultural) Ltd. The silos to be erected at the new Amsterdam plant of Marbon NV, a subsidiary of Borg-Warner, will be used for storing synthetic latex, and are in the form of concrete staves which can be interlocked to form the complete silo within days. The picture shows part of the consignment of 7,000 concrete staves, weighing over 220 tons, currently being transported by special train and ferry, from the Edenhall plant at Penrith.

CANADA

'Made in Canada' rulings

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

Ethylene Thiourla (2- Mercaptoimidazoline)

(Ruling effective February 15, 1966.)

The above information is contained in the Canadian Department of National Revenue Memorandum D51-33-1, dated February 15, 1966.

The following ruling has also been made in Canada for Customs purposes.

A. Self-contained air conditioners with ratings up to but not including 2 HP (2 tons) equipped with heating media having rated heating capacities lower than the rated cooling capacities, are being transferred from the category of a class or kind not made in Canada to that of a class or kind made in Canada, effective March 18, 1966.

B. Self-contained combination air conditioners and heaters with ratings from 2 HP to 15 HP (2 tons to 15 tons) both inclusive with heating media having rated heating capacities greater than the rated cooling capacities, are being transferred from the category of a class or kind made in Canada to that of a class or kind not made in Canada, effective February 15, 1966.

C. Self-contained air conditioners with ratings over 2 HP (2 tons) and up to and including 15 HP (15 tons) which employ the 'reverse flow', 'reverse cycle', or 'heat pump' principles to provide heating capabilities, are being transferred from the category of a class or kind made in Canada to that of a class or kind not made in Canada, effective February 15, 1966.

Consolidation

Memorandum D51-9, October 21, 1965, is superseded in so far as it contains air conditioners and the 'Made in Canada' status of air conditions is as follows:

1. Remote type room air conditioners designed for installation in the rooms of hotels, office buildings, etc., which are air conditioning units containing coils, filters, motors and fans to circulate heating or cooling air, the heating or cooling medium being supplied from the remote control source, are of a class or kind made in Canada.
2. Self-contained air conditioners which employ the 'reverse flow', 'reverse cycle', or 'heating pump' principles to provide heating capabilities:
   (a) of a class or kind made in Canada when rated up to and including 2 HP or 2 tons;
   (b) of a class or kind not made in Canada when rated over 2 HP or 2 tons.
3. Other self-contained air conditioners:
   (a) of a class or kind made in Canada when rated up to and including 15 HP or 15 tons, either without heating media or equipped with heating media and having rated heating capacities lower than the rated cooling capacities;
   (b) of a class or kind not made in Canada when rated up to and including 15 HP or 15 tons equipped with heating media and having rated heating capacities higher than the rated cooling capacities;
   (c) of a class or kind not made in Canada when rated over 15 HP or 15 tons.

Notes:

1. Rated heating capacities relate to those applicable to basic designs exclusive of optional or supplementary heating media.
2. Paragraph 3 (a) above, in so far as it concerns units with rating up to but not including 2 HP or 2 tons will become effective on March 19, 1966.

The above information is contained in the Canadian Department of National Revenue Memorandum D51-9-3, dated February 15, 1966.

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UNITED STATES

Amendments to the meat inspection regulations

IN NOVEMBER 1965 the Consumer Marketing Service of the United States Department of Agriculture amended §327·16 and §327·17 of the Federal Meat Inspection Regulations (9 CFR, as amended, 327·16, 327·17), to require that the identifying foreign establishment number certified to the Meat Inspection Division must be displayed in an appropriate manner on imported meat products.

This amendment was scheduled to come into effect on February 17, 1966, but the Consumer Marketing Service has postponed this effective date to April 17, 1966, and the new requirements will be applied on and after that date.

A copy of the amendments may be seen in Tariff Section, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether **Chewing Gum** (including bubble gum) should be declared an 'approved product' for the purpose of the Jamaica Industrial Incentives Law, 1956.

Approved manufacturers of this product will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE ASSEMBLY on a commercial scale of motor vehicles of all kinds from a completely knocked down condition has been declared a pioneer industry for the purposes of the Trinidad and Tobago Aid to Pioneer Industries Ordinance, 1950. Motor vehicles of all kinds so assembled have been declared the pioneer products of that industry. A notice that consideration was being given to designate these products

appeared in the *Board of Trade Journal* of October 8, 1965, page 867.

The following products have also been declared 'pioneer products' for the purpose of the same law:

Electric polishers and vacuum cleaners.
Domestic stoves (electric and gas), hot plates, water heaters, washing machines, electric dishwashers, electric dryers and electric ovens.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated January 21, page 158.

The Trinidad and Tobago Government is considering whether **wire rope** should be declared a 'pioneer product' for the purpose of the same law.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

BARBADOS

Industrial Incentives Act, 1963

ICE CREAM CONES have been declared 'pioneer products' for the purposes of the Barbados Industrial Incentives Act, 1963.

The Barbados Government is considering whether the following products should be declared 'approved products' for the purposes of the same Act:

Boots.
Toothpaste.
Fabric softeners.
Pottery, clay tiles, clay bricks, earthenware, china, terra cotta and ceramic ware.
Corrugated roofing and siding sheets and rain watergoods from aluminium coil and galvanized steel coil.

Pioneer manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

ECUADOR

Appointment of agents, and correspondence

THE COMMERCIAL Department of the British Embassy in Quito, Ecuador, have asked that the attention of British exporters should be drawn to the fact that Ecuador comprises two distinct areas, the highlands and the coastal region. Each is different, climatically and economically, and exporters are advised to consider appointing separate agents for each area, i.e. in both Quito and Guayaquil. The British Consulate in Guayaquil (PO Box K) can assist exporters in the choice of an agent in that area. In correspondence with the British Embassy in Quito, it would be of assistance if exporters would send copies to the Consulate in Guayaquil, and vice versa.

Exporters are also advised to correspond with Ecuadorean buyers in Spanish rather than in English, to use the metric system whenever possible and to quote prices in United States dollars.

Trade literature should also be in Spanish or accompanied by a full Spanish translation of the English text. This is particularly important where the literature is of a technical nature.

It should be borne in mind that correspondence sent by Air Mail (using Second Class Air Mail for catalogues or other trade literature) arrives in a matter of days whereas correspondence by surface mail takes much longer to arrive.

CHILE

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 136 of the Ministry of Finance, which was promulgated in the *Official Gazette* on January 29, the *ad valorem* tax on trinitrate of pentaerythritol (Customs Item No. 832B) was reduced to 3 per cent until December 31, 1966.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same, unless otherwise stated.

Section	Group	Item	Tax/Deposit
V	27	Dehydrated potatoes	Dep. 10,000%
XIII	73	Special ski boots	Dep. 10,000%
	79	Parts, pieces and components of radio-receiving sets, television sets . . .	
		All sub-items which are subject to prior deposit of 400%	1,000% tax
	81	Sports goods included under any other heading . . .	Free

Import regulations

IT HAS BEEN reported by HM Embassy in Santiago that, at its Session No. 380, which took place on January 18, 1966, the Executive Committee of the Central Bank has added the following items to the list of goods published in the first column of the *Board of Trade Journal* dated January 14, 1966, page 100:

Section	Group	Item
I	1	Aluminium, in ingots.
		Lead in ingots of a minimum purity of 99·95%.
II	6	Rubber, natural, synthetic, latex and rubber wastes.
IV	17	Cocoa beans.
	22	Tobacco, unprocessed.
IX	45/53	Essential oils.
		Natural tanning products.
	49	Gums and resins except alkyd resins and non-saturated polyesters.
	51	Colouring materials . . .
X	57/8	Bearings of all kinds and their spare parts.
XIII	72	Sausage skins of plastic material . . .
	75	Photographic paper.
		Glazed paper of the special type for magazines.
	79	Equipment, apparatus and instruments for measuring temperature . . .
		Cinematograph films and cinema publicity material.

URUGUAY

Imports of capital goods

HM EMBASSY at Montevideo report that existing restrictions on imports into Uruguay (see the *Board of Trade Journal*, of January 28, page 218, and earlier issues) have been prolonged, according to local press reports, until April 18.

BOAC service to Mexico

THE FIRST BOAC service to Mexico will start on April 4 and provide a 14-hour link between London and Mexico City.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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6/- per line, minimum 30/- payable in advance.

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TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

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WANTED. Any quantity ex-W.D. (Windsor) single, and old W2 Arm Chairs. Price and particulars to Millers, Church St., Wooler, Northumberland. Tel. Wooler 500.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	7 Jan. 1966
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Board of Trade Departments, etc.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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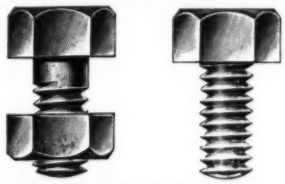

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Interviewer: *You've been exporting only since 1960?*

Managing Director: Correct, yes. We began exporting in a small way, of course, but now our export business is well up to six figures. This is why we're extending the works. Must keep our delivery dates short.

I: *You've always had* ECGD *cover. Has this helped your expansion?*

MD: Very much. Knowing we're covered against loss gives us the confidence to push out into new markets.

I: *Which markets are you doing best in?*

MD: France and West Germany are our biggest, but lately we've ventured much further afield. To U.S.A., Malta, Pakistan, Ghana, Nigeria, Sabah, besides others in Europe. Obviously we ourselves could never properly check the credit-worthiness of so many buyers in so many different markets. But we know that if ECGD will insure us on an order, we can go ahead and accept it.

I: *How are you finding the competition overseas? Tough, is it?*

MD: We have an edge with our products as we specialise only in pullet rearing and laying batteries for egg production. This is a field where Britain is way out in front. But the sort of terms we can offer is sometimes crucial. ECGD allows us to offer extended credit up to two years, and being able to do this can make the difference between getting and losing an order.

I: *You seem to be getting plenty of orders. And no claims so far.*

MD: That's good for ECGD! Good for us, too, though, because we look at it this way: ECGD give us 90% cover against non-payment, default, bankruptcy of the overseas buyer, or what have you. So all we *ever* stand to lose is our profit—never our outlay. I think if more companies saw it this way, they'd be a lot more adventurous in their export programmes. There's terrific potential overseas. The exporter has everything to gain. And with ECGD cover no worries about losing his money.

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